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## **MARINE CORPS SYSTEMS COMMAND (MCSC) PROGRAM EXECUTIVE OFFICER LAND SYSTEMS (PEO LS) 2010 ADVANCED PLANNING BRIEFING TO INDUSTRY (APBI)**

*“Equipping and Sustaining the Nation’s Expeditionary “Force of Choice””*

**Baltimore, MD**

**5-7 April 2010**

### **Agenda**

#### **WORKSHOPS**

- Commercial Enterprise Omnibus
- CT
- Doing Business with MCSC – 1
- Doing Business with MCSC – 2
- Doing Business with MCSC – 3
- FPDS
- Navy Electronic Commerce Online – 1
- Navy Electronic Commerce Online – 2
- Small Business

**Tuesday, April 6, 2010**

#### **MCSC Overview, In-sourcing, Power and Energy, Budget**

- Brigadier General Michael M. Brogan, USMC, Commander, Marine Corps Systems Command

#### **PEO Land Systems Overview**

- Mr. William E. Taylor, Program Executive Officer, PEO Land Systems, U.S. Marine Corps

#### **Command Overview, Technology Needs and Doing Business with USMC**

- Mr. James Smerchansky, Deputy Commander, Systems Engineering Interoperability, Architectures and Technology, Marine Corps Systems Command

#### **Combat Equipment & Support Systems Product Group (CESS)**

**Introduction:** Colonel Joseph Shrader, USMC, Product Group Director, PG 16

#### **Ground Transportation & Engineer Systems Product Group**

**Introduction:** Colonel Michael Micucci, USMC, Product Group Director, PG 15

#### **Energy Systems, Systems Engineering, Interoperability, Architectures and Technology (SIAT)**

- Mr. David J. Karcher, Director, Energy Systems, Systems Engineering Interoperability, Architectures and Technology, Marine Corps Systems Command

#### **Armor & Fire Support Systems Product Group (AFSS)**

**Introduction:** Mr. John Garner, Product Group Director, PG 14

**Infantry Weapons Systems Product Group**

**Introduction:** Colonel Andrew Bianca, USMC, Product Group Director, PG 13

**Communications, Intelligence and Networking Systems (CINS)**

**Introduction:** Mr. James Westerholm, Product Group Director, PG 12

**MAGTF C2 Weapons & Sensors Development & Integration (MC2I)**

**Introduction:** Colonel Peter Reddy, USMC, Product Group Director, PG 11

**Information Systems & Infrastructure (ISI)**

**Introduction:** Ms. Karen Davis, Product Group Director, PG 10

**Operational Forces**

**Introduction:** Mr. Lindo Bradley, Product Group Director, PG 09

**PM MRAP**

- Mr. Andrew Rodgers, Deputy Product Manager for M-ATV

**PM Training Systems (TRASYS)**

- Colonel David Smith, USMC, Program Manager

**Wednesday, April 7, 2010**

**Keynote Speaker – Navy: Expeditionary Warfare**

- Mr. Brian Detter, Deputy Assistant Secretary of the Navy (Research, Development and Acquisition)

**Keynote Speaker – Marine Corps: Needs & Resources**

- Lieutenant General Duane D. Thiessen, USMC, Deputy Commandant for Programs and Resources, HQ Marine Corps

**USMC EX FOB, Power and Energy**

- Mr. Jim Lasswell ,Technical Director, MCWL
  1. Experimental Forward Operating Base (ExFOB), Power and Energy
  2. PEO Land Systems Advanced Technology Investment Plan

**Speaker**

- Mr. George W. Solhan, Deputy Chief of Naval Research for Expeditionary Maneuver Warfare and Combating Terrorism; Director, Marine Corps Science and Technology

**PM Global Combat Support Systems (GCSS)**

- Mr. Dan Corbin, Program Manager

**PM Light Armored Vehicle (LAV)**

- Mr. Robert Lusardi, Program Manager

**PM Robotic Systems**

- Mr. Jeffrey Jaczkowski, Deputy Program Manager, Robotics

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# MARINE CORPS SYSTEMS COMMAND (MCSC) PROGRAM EXECUTIVE OFFICER LAND SYSTEMS (PEO LS) 2010 ADVANCED PLANNING BRIEFING TO INDUSTRY (APBI)

*Equipping and Sustaining the Nation's  
Expeditionary "Force of Choice"*



APRIL 5-7, 2010

[WWW.NDIA.ORG/MEETINGS/0900](http://WWW.NDIA.ORG/MEETINGS/0900)

BALTIMORE MARRIOTT WATERFRONT ► BALTIMORE, MD ► EVENT #0900

## **Marine Corps Systems Command (MCSC) Program Executive Officer Land Systems (PEO LS) 2010 Advanced Planning Briefing to Industry (APBI)**

*Equipping and Sustaining the Nation's Expeditionary "Force of Choice"*

We are a Nation at war. The Ground War on Terror has placed unprecedented demands on America's ground fighting forces. Future operational environments will require Marines to apply speed and versatility in uncertain, chaotic, and austere environments.

At the same time, power costs and dependency on fossil fuels pose an increasing threat to our national security. We are reminded daily that innovative solutions are needed that will lighten the load, achieve greater energy efficiency, and reduce our footprint in the area of operations.

The United States Marine Corps is our Nation's expeditionary "Force of Choice." As the Commandant's agents for acquisition and sustainment of systems and equipment used by operating forces to accomplish the warfighting mission, MCSC and PEO LS are charged with the responsibility of providing new or enhanced capabilities to meet warfighter requirements and for resetting the force. This is our challenge.

What we need from Industry:

- ▶ Science and Technology
- ▶ Energy Focus - "Green Thinking"
- ▶ Posture the Marine Corps for the Future
- ▶ Innovation
- ▶ Lighten the Load
- ▶ Unmanned Systems
- ▶ MAGTF Systems Engineering
- ▶ Quality, Reliable, and Affordable Systems
- ▶ Reset and Modernize

Throughout this conference, guest speakers from Industry as well as Marine Corps General Officers and high-ranking Navy officials will present relative subject matter. Each MCSC Product Group Director and Independent Program Manager will conduct briefs followed by a panel question and answer period. PEO LS will also provide briefings. Simultaneously, we will conduct workshops on Commercial Enterprise Omnibus Support Services (CEOss) and doing business with the Command. International Programs and Small Business will also provide workshops. There will be an overview on the Marine Corps Systems Command's budget and the Systems Engineering Interoperability Architecture and Technology (SIAT).

During this event, displays from Program Executive Officer Land Systems (PEO LS); Marine Corps Logistics Command (LOGCOM); Defense Acquisition University (DAU); and each Product Group and Independent Program Manager will be on display. There will be subject matter experts and support staff in each display area to answer questions or set up appointments for more in-depth meetings. Please take advantage of all we have to offer.



## STATIC DISPLAYS/INFORMATION BOOTHS

### ALL DAY/BOTH DAYS

Marine Corps Systems Command's (MCSC) Product Groups and Independent Program Managers; Program Executive Officer Land Systems (PEO LS); Systems Engineering, Interoperability, Architecture, and Technology (SIAT); Marine Corps Logistics Command (LOGCOM); and Defense Acquisition University (DAU) will all have displays. There will also be a display on the "USMC Power & Energy Needs." Business Managers or Operations Officers will be manning the booths, ready to answer your questions or make appointments for in-depth meetings. Corporate Communications Directorate personnel will be giving out MCSC Command folders at the conference registration desk.

## WORKSHOPS

There will be three sessions offered of each Workshop: Tuesday at 9:00am and 1:30pm, and Wednesday at 9:00am. Space is limited to 25 attendees per session. Sign-ups will be accepted at the Registration Desk on a first come, first served basis.

### COMMERCIAL ENTERPRISE OMNIBUS SUPPORT SERVICES

- ▶ *Ms. Patricia Mitchell, Director, ACSS, Marine Corps Systems Command*
- ▶ *Ms. Vicki Whiteman, Lead Contracting Officer, CEOss, Marine Corps Systems Command*

The MCSC Acquisition Center for Support Services (ACSS) will provide am and pm workshops both days of the event for those firms interested in providing technical services in support of Command Product Groups. Workshops are focused on providing an overview of the Command's highly successful Commercial Enterprise Omnibus Support Services (CEOss) business model and discussing the annual "open season" for new contractors. The CEOss business model supports the Command's entire 1300-member constituency, as well as other Marine Corps offices, with a complement of 29 prime vendors' teams and a total participating base of over 200 firms. All tasks are executed through their enterprise business portal which provides for awards in under 20 days. Annually, CEOss generates in excess of 120 competitive task orders yielding ~\$200M in business opportunities for participating firms. The workshop will be conducted by Ms. Patricia Mitchell, ACSS Director, who will discuss how to become a successful CEOss participant in both prime and subcontractor roles. Workshop sessions are intended as open dialogue and participation is limited to 25 attendees per session over the course of the event. Additional information on the CEOss business model can be found at: <http://www.marcorsyscom.usmc.mil/sites/acss/default.asp>.

### DOING BUSINESS WITH THE MARINE CORPS SYSTEMS COMMAND

- ▶ *Ms. Beverly Hobbs, Lead Contracting Officer, Business Operations, Marine Corps Systems Command*

Many vendors find it challenging to navigate through government agencies to find the right point of contact and accurate information to lead them to that successful contract. This workshop will provide a step-by-step approach for marketing your business to the Marine Corps Systems Command (MCSC).

Are you wondering where to go to find out about MCSC contracting opportunities? Do you have an unsolicited proposal but are not sure how to get it to the right person? Are you interested in Small Business Innovative Research Opportunities? Are you confused about what Product Groups procure certain items? After attending this workshop, you will walk away with valuable websites, points of contacts and tips on preparing a successful offer. Ms. Beverly Hobbs, MCSC Lead Contracting Officer, will provide you with strategies to doing business with the Marine Corps Systems Command.

### SMALL BUSINESS

- ▶ *Mr. David Dawson, Associate Director, Small Business Programs, Marine Corps Systems Command*

In today's acquisition environment, it is essential for small businesses to obtain current information about the products and services needed to support our warfighters. During the APBI, you will have an opportunity to network with representatives from the Product Groups and Independent Program Managers to learn about their requirements and to share information about your company, products and services that you can offer each of the Program Management Divisions. During the APBI, you will hear about the latest trends, technology and best practices that affect your business day to day. At Marine Corps Systems Command, we are always looking to improve and expand our relationships with the small business community. The success of the MCSC Small Business Programs Office will only continue to grow when government and small businesses work together. Mr. David Dawson, Associate Director for Small Business Programs, will present information during the workshops that will assist you in marketing your company to the Marine Corps Systems Command, as well as all other Government Agencies.

### THE INTERNATIONAL PROGRAM DIRECTORATE

- ▶ *Ms. Shawn Prablek, International Cooperative Programs Team Lead, Marine Corps Systems Command*

The International Program Directorate will provide morning and afternoon informational sessions during both days of the event for audiences interested in the topics of Foreign Comparative Testing (FCT) and the Defense Acquisition Challenge (DAC) Program. The mission of FCT is to test the Non-Developmental Items (NDI) of our allies and friends in order to satisfy valid defense requirements more quickly and economically, avoiding research and development costs, lowering procurement costs, reducing risk for major acquisition programs, and accelerating the fielding of equipment critical to the readiness and safety of U.S. operating forces. FCT has served as a catalyst for industry teaming arrangements which have been productive for both U.S. and foreign industries in an increasingly global market. The mission of the DAC Program is to provide increased opportunities for the introduction of commercial, cost-saving, NDI technologies, processes, or products into existing DoD acquisition programs. Agenda topics will include an overview of both programs, program objectives, required criteria, requirements for participation, and processes, followed by a question and answer session.

## DISPLAYS

|            |                           |
|------------|---------------------------|
| PG 09      | Mr. Lindo Bradley         |
| PG 10      | Ms. Karen Davis           |
| PG 11      | Col Pete Reddy, USMC      |
| PG 12      | Mr. Jim Westerholm        |
| PG 13      | Col Andrew Bianca, USMC   |
| PG 14      | Mr. John Garner           |
| PG 15/MRAP | Col Michael Micucci, USMC |
| PG 16      | Col Joseph Shrader, USMC  |
| PEO LS     | Mr. William Taylor        |
| SIAT       | Mr. Dave Ungar            |
| TRASYS     | Col David Smith, USMC     |
| RS         | Mr. Lindy Kirkland        |
| DAU        | Mr. Robert Rea            |
| CP&C/SIAT  | Mr. Matthew Koch          |
| LOGCOM     | Mr. Anthony Hawkins       |

## WORKSHOPS

There will be three sessions offered of each Workshop in Laurel Rooms A-D:

- ▶ Tuesday at 9:00am and 1:30pm
- ▶ Wednesday at 9:00am

Space is limited to 25 attendees per session. Sign-ups will be accepted at the Registration Desk on a first come, first served basis.

Topics include:

- ▶ Commercial Enterprise Omnibus Support Services
- ▶ Doing Business with the Marine Corps Systems Command
- ▶ Small Business
- ▶ The International Program Directorate

## MONDAY, APRIL 5, 2010

|                  |                   |
|------------------|-------------------|
| 12:00pm - 5:00pm | Registration Open |
| 12:00pm - 5:00pm | Display Move-in   |

## TUESDAY, APRIL 6, 2010

|                   |   |
|-------------------|---|
| 7:00am - 7:15pm   | Registration Open; Displays Open  |
| 7:00am - 7:30am   | Continental Breakfast   |
| 7:30am - 7:40am   | <b>Welcome and Opening Remarks</b><br>▶ <i>Major General Barry D. Bates, USA (Ret), Vice President, Operations, NDIA</i>  |
| 7:40am - 8:10am   | <b>MCSC Overview, In-sourcing, Power and Energy, Budget</b><br>▶ <i>Brigadier General Michael M. Brogan, USMC, Commander, Marine Corps Systems Command</i>  |
| 8:10am - 8:40am   | <b>Changes in the Requirements Command</b><br>▶ <i>Lieutenant General George J. Flynn, USMC, Commanding General, Marine Corps Combat Development Command</i>  |
| 8:40am - 9:45am   | <b>PEO Land Systems Overview</b><br>▶ <i>Mr. William E. Taylor, Program Executive Officer, PEO Land Systems, U.S. Marine Corps</i><br><br><b>G/ATOR</b><br><b>LW 155</b><br><b>MTVR</b><br><b>MPC</b><br><b>JLTV</b><br><b>EFV</b><br><b>LVSr</b><br><b>CAC2S</b>   |
| 9:45am - 9:55am   | Panel Questions and Answers   |
| 9:55am - 10:10am  | Networking Break  |
| 10:10am - 10:40am | <b>Command Overview, Technology Needs and Doing Business with USMC</b><br>▶ <i>Mr. James Smerchansky, Deputy Commander, Systems Engineering Interoperability, Architectures and Technology, Marine Corps Systems Command</i>  |
| 10:40am - 10:55am | Networking Break  |
| 10:55am - 11:15am | <b>Combat Equipment &amp; Support Systems Product Group (CESS)</b><br><i>Introduction:</i><br>▶ <i>Colonel Joseph Shrader, USMC, Product Group Director, PG 16</i><br><br><b>PM Infantry Combat Equipment</b><br><b>PM Combat Support Equipment</b><br><b>PM Test, Measurement and Diagnostics Equipment</b><br><b>PM Autonomic Logistics</b> |
| 11:15am - 11:25am | Panel Questions and Answers   |

|                   |  |
|-------------------|--|
| 11:25am - 11:45am | <p>Ground Transportation &amp; Engineer Systems Product Group (GTES)</p> <p><i>Introduction:</i></p> <p>▶ <i>Colonel Michael Micucci, USMC, Product Group Director, PG 15</i></p> <p>PM Engineer Systems<br/>PM Expeditionary Power Systems<br/>PM Motor Transport</p>   |
| 11:45am - 11:55am | Panel Questions and Answers  |
| 11:55am - 1:25pm  | Buffet Luncheon  |
| 1:25pm - 1:40pm   | <p>Energy Systems, Systems Engineering, Interoperability, Architectures and Technology (SIAT)</p> <p>▶ <i>Mr. David J. Karcher, Director, Energy Systems, Systems Engineering Interoperability, Architectures and Technology, Marine Corps Systems Command</i></p>   |
| 1:40pm - 2:00pm   | <p>Armor &amp; Fire Support Systems Product Group (AFSS)</p> <p><i>Introduction:</i></p> <p>▶ <i>Mr. John Garner, Product Group Director, PG 14</i></p> <p>PM Assault Amphibious Vehicle Systems<br/>PM Fire Support Systems<br/>PM Tank Systems</p>   |
| 2:00pm - 2:10pm   | Panel Questions and Answers  |
| 2:10pm - 2:30pm   | <p>Infantry Weapons Systems Product Group (IWS)</p> <p><i>Introduction:</i></p> <p>▶ <i>Colonel Andrew Bianca, USMC, Product Group Director, PG 13</i></p> <p>PM Anti-Armor Systems<br/>PM Infantry Weapons<br/>PM Marine Expeditionary Rifle Squad<br/>PM Optics and Non-Lethal Systems<br/>PM Recon &amp; Amphibious Raids</p>   |
| 2:30pm - 2:40pm   | Panel Questions and Answers  |
| 2:40pm - 3:00pm   | <p>Communications, Intelligence and Networking Systems (CINS)</p> <p><i>Introduction:</i></p> <p>▶ <i>Mr. Jim Westerholm, Product Group Director, PG 12</i></p> <p>PM Networking and SATCOM Systems<br/>PM Intelligence Systems<br/>PM Counter RCEID Electronic Warfare (CREW)<br/>PM Tactical Communication Systems<br/>PM Intelligence Data Fusion and Dissemination Systems</p> |
| 3:00pm - 3:10pm   | Panel Questions and Answers  |
| 3:10pm - 3:25pm   | Networking Break   |

## LOCATION

Baltimore Marriott Waterfront  
700 Aliceanna Street  
Baltimore, MD 21202  
(410) 385-3000

## ATTIRE

Appropriate dress for the conference is business coat & tie for civilians and Class A uniform or uniform of the day for military personnel.

## ID BADGES

During conference registration and check-in, each attendee will be issued an identification badge. Please be prepared to present a valid picture ID. Badges must be worn at all conference functions.

### PROCEEDINGS

Proceedings will be available on the web through the Defense Technical Information Center (DTIC) two weeks after the conference. All registered attendees will receive an email notification once the proceedings are available.

### SPEAKER DONATION

In lieu of Speaker gifts, a donation has been made to USMC Wounded Warrior Regiment.

### SURVEY

A survey will be e-mailed to you after the event. NDIA would greatly appreciate your time in completing the survey to help make our event even more successful in the future.

### CONTACT

Ms. Meredith Geary, CMP  
Associate Director, NDIA  
(703) 247-9476  
mgeary@ndia.org

|                 |   |
|-----------------|---|
| 3:25pm - 3:45pm | <b>MAGTF C2 Weapons &amp; Sensors Development &amp; Integration (MC2I)</b><br><i>Introduction:</i><br>▶ <i>Colonel Peter Reddy, USMC, Product Group Director, PG 11</i>   |
|                 | <b>PM MAGTF Command and Control Systems</b><br><b>PM MC2I Systems Integration Team</b><br><b>PM Radar Systems</b><br><b>PM Air Defense Weapons Systems/Unmanned Systems</b>   |
| 3:45pm - 3:55pm | <b>Panel Questions and Answers</b>  |
| 3:55pm - 4:15pm | <b>Information Systems &amp; Infrastructure (ISI)</b><br><i>Introduction:</i><br>▶ <i>Ms. Karen Davis, Product Group Director, PG 10</i>  |
|                 | <b>PM Marine Corps Network &amp; Infrastructure Services</b><br><b>PM Common Computing Resources</b><br><b>PM Total Force Information Technology Systems</b><br><b>PM Marine Corps Enterprise Information Technology Services</b> |
| 4:15pm - 4:25pm | <b>Panel Questions and Answers</b>  |
| 4:25pm - 4:45pm | <b>Operational Forces Systems (OFS)</b><br><i>Introduction:</i><br>▶ <i>Mr. Lindo Bradley, Product Group Director, PG 09</i>  |
|                 | <b>C4 Systems</b><br><b>PM Ground Combat Systems</b>  |
| 4:45pm - 4:55pm | <b>Panel Questions and Answers</b>  |
| 4:55pm - 5:10pm | <b>PM Mine Resistant Ambush Protected Vehicles (MRAP)</b><br>▶ <i>Mr. Andrew Rodgers, Deputy Product Manager for M-ATV</i>  |
| 5:10pm - 5:20pm | <b>Questions and Answers</b>  |
| 5:20pm - 5:35pm | <b>PM Training Systems (TRASYS)</b><br>▶ <i>Colonel David Smith, USMC, Program Manager</i>  |
| 5:35pm - 5:45pm | <b>Questions and Answers</b>  |
| 5:45pm - 7:15pm | <b>Networking Reception</b>   |

## WEDNESDAY, APRIL 7, 2010

|                  |   |
|------------------|---|
| 7:00am - 12:35pm | <b>Registration Open; Displays Open</b>   |
| 7:00am - 7:30am  | <b>Continental Breakfast</b>  |
| 7:30am - 7:35am  | <b>Welcome and Opening Remarks</b><br>▶ <i>Major General Barry D. Bates, USA (Ret), Vice President, Operations, NDIA</i>  |
| 7:35am - 8:05am  | <b>Keynote Speaker – Navy: Expeditionary Warfare</b><br>▶ <i>Mr. Brian Detter, Deputy Assistant Secretary of the Navy (Research, Development and Acquisition)</i> |

|                   |   |
|-------------------|---|
| 8:05am - 8:35am   | <b>Keynote Speaker – Marine Corps: Needs &amp; Resources</b><br>▶ <i>Lieutenant General Duane D. Thiessen, USMC, Deputy Commandant for Programs and Resources, HQ Marine Corps</i>        |
| 8:35am - 9:05am   | <b>USMC EX FOB, Power and Energy</b><br>▶ <i>Mr. Jim Lasswell, Technical Director, Marine Corps Warfighting Lab</i>   |
| 9:05am - 9:35am   | <b>Speaker</b><br>▶ <i>Mr. George W. Solhan, Deputy Chief of Naval Research for Expeditionary Maneuver Warfare and Combating Terrorism; Director, Marine Corps Science and Technology</i> |
| 9:35am - 9:50am   | <b>PM Global Combat Support Systems (GCSS)</b><br>▶ <i>Mr. Dan Corbin, Program Manager</i>  |
| 9:50am - 10:00am  | <b>Questions and Answers</b>  |
| 10:00am - 10:15am | <b>Networking Break</b>   |
| 10:15am - 10:30am | <b>PM Light Armored Vehicle (LAV)</b><br>▶ <i>Dr. Robert Lusardi, Deputy Program Manager</i>  |
| 10:30am - 10:40am | <b>Questions and Answers</b>  |
| 10:40am - 10:55am | <b>PM Robotic Systems (RS)</b><br>▶ <i>Mr. Jeffrey Jaczkowski, Deputy Program Manager, Robotics</i>   |
| 10:55am - 11:05am | <b>Questions and Answers</b>  |
| 11:05am - 12:35pm | <b>Buffet Luncheon</b>  |
| 12:35pm           | <b>Closing Remarks and Conference Adjourned</b>   |

## NDIA EVENTS

Thank you for joining us for this year's APBI! We hope to see you at a future NDIA event.

Please visit the NDIA website for a complete listing of the events we offer.

NDIA website:  
<http://www.ndia.org>  
Select:  
Meetings & Events  
Schedule of Events

## ADVERTISING

Advertise in *National Defense* magazine and increase your organization's exposure. *National Defense* will be distributed to attendees of this event, as well as other NDIA events. For more information, please contact Dino Pignotti, NDIA, at (703) 247-2541 or [dpignotti@ndia.org](mailto:dpignotti@ndia.org).

## THANK YOU TO OUR PROMOTIONAL PARTNERS



### LUNCHEON

Camber provides Marine Corps Systems Command with a highly skilled, accomplished and experienced team dedicated to providing top quality professional services. Key service support areas include DoD Acquisition, Program Management, Logistics, Training and Education including Distributed/Distance Learning, Information Technology-Security, Chemical and Biological Defense Operations, Modeling and Simulation, and Systems Engineering. Camber has an outstanding track record of supporting and managing Marine Corps task orders and organizational efforts such as: Program Manager (PM) Counter Radio Controlled Improvised Explosive Device (RCIED) Electronic Warfare (PM CREW), PM Chemical, Biological, Radiological and Nuclear Defense (CBRND), Headquarters Marine Corps (HQMC) Plans, Policies and Operations (PP&O), Landing Craft Air Cushion (LCAC), HQMC Aviation Logistics, Joint Strike Fighter and Marine Forces Command. Camber's support to Marine Corps Systems Command started with just one task order and five people. Through proven performance and quality support, our presence has grown to over 40 people. Camber's disciplined business processes coupled with focus on the customer, people and technology, provides the Marine Corps with a partner that delivers needed capabilities to accomplish their mission.

For more information, please visit: [www.camber.com](http://www.camber.com).



### NETWORKING BREAK

Founded in 1975, AMERICAN SYSTEMS is one of the largest employee-owned companies in the United States. With offices nationwide and a headquarters in Chantilly, Virginia, we provide a wide variety of services tailored specifically to our customer base. Our approximately 1,300 employee-owners have a vested interest in their work and are committed to delivering the highest-quality strategic solutions to every customer, every time. Our quality reflects our people, our processes, and our philosophy—and our reputation depends on it.

For more information, please visit: [www.AmericanSystems.com](http://www.AmericanSystems.com).

**APRIL 5-7, 2010**

**WWW.NDIA.ORG/MEETINGS/0900**

**BALTIMORE MARRIOTT WATERFRONT ► BALTIMORE, MD ► EVENT #0900**



# COMMERCIAL ENTERPRISE OMNIBUS

## Support Services



*FY2010 – CEOss Workshop*

**Patricia Mitchell, Director, PMP**  
**Pamela Gulick, Senior Analyst, PMP**  
**Acquisition Center for Support Services**





# CEOss and ACSS



# CEOss vs. ACSS

- Commercial Enterprise Omnibus Support Services (CEOss) – business model
- Acquisition Center for Support Services (ACSS) – organization responsible for CEOss operation



# Acquisition Center for Support Services (ACSS)



- Develop, manage and execute a comprehensive Advisory & Assistance Services (A&AS) program for MCSC
- Central point for the consolidation and competitive negotiation of support services requirements
- Principal interface with professional services sector



# ACSS Staff



| ACSS POC                      | Role  | Phone    | Email  |
|-------------------------------|---|----------|--|
| Patty Mitchell                | Director                                    | 432.3787 | patricia.a.mitchell@usmc.mil                       |
| Vicki Whiteman/George Herndon | Lead PCO                                    | 432.3773 | vicki.whiteman@usmc.mil<br>george.herndon@usmc.mil |
| Pam Gulick                    | Lead Program Analyst<br>(ALA and BA Domain) | 432.3023 | pamela.gulick@usmc.mil                             |
| Sherri Payne                  | Program Analyst                             | 432.3962 | sherri.payne@usmc.mil                              |
| Judith Grant                  | Program Analyst<br>(SE and ES Domain)       | 432.3784 | judith.grant@usmc.mil                              |
| Kristin Gomez                 | Program Analyst (BA<br>Domain)              | 432.3793 | kristin.gomez@usmc.mil                             |
| Julian Boggan                 | Contract Specialist (BA)                    | 432.3781 | julian.boggan@usmc.mil                             |
| Cynthia Washington            | Contract Specialist<br>(ALA)                | 432.3817 | cynthia.l.washington@usmc.mil                      |
| David Riley                   | Contract Specialist<br>(ES)                 | 432.3805 | david.riley@usmc.mil                               |
| Crystal Caputo                | Contract Specialist<br>(SE)                 | 432.3808 | crystal.caputo@usmc.mil                            |
| Karla Logothety               | Budget Analyst                              | 432.4040 | karla.logothety@usmc.mil                           |



# CEOss Business Model

- Primary medium for acquiring advisory & assistance services at MCSC
  - MCSC Command Policy Letter directs use of CEOss
  - External Customers accepted on case-by-case basis
- ACSS manages and facilitates process; no fees
- >\$500M annual services acquired via CEOss
- ~1300 customers; 30 prime vendors and over 300 participating subcontractors



# Underlying Principles



- Advisory and Assistance Services
- GSA Schedule Foundation
- Performance-Based Services Acquisition
- Non-Personal Services
- Competitive Process



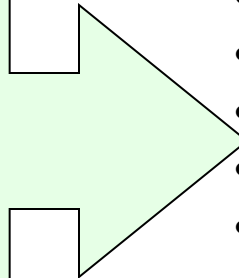
# Advisory & Assistance Services

## FAR Part 37



- **Support or Improve:**

- **Organizational Policy Development**
- **Decision-Making**
- **Management and Administration**
- **Program/Project Management and Administration**
- **R&D activities**
- **Federal management processes or procedures**



- Information
- Advice
- Opinions
- Alternatives
- Analyses
- Evaluations
- Recommendations
- Training
- Day-to-day aid of support personnel



- **Excludes:**

- Routine IT services
- Architectural and Engineering Services (Brooks Act)
- Research on theoretical mathematics and basic research (medical, biological, physical, social, psychological or other phenomena)







# GSA Schedule

- Rates already determined to be fair and reasonable at a national level
  - Saves ACSS from entering into rate negotiations
- Required in order to Prime in CEOss
  - “Qualifying Schedule”
- Not required for subcontractors
- To become a GSA Schedule contractor, a vendor must first submit an offer in response to the applicable GSA Schedule solicitation
- Process is time-consuming; start early!
- Visit GSA website for more information  
<http://www.gsa.gov>



# Performance Based Services Acquisition (PBSA)



To be considered performance-based, an acquisition should contain, at a minimum, the following elements:

- Performance work statement
- Measurable performance standards
- Remedies
- Performance Assessment Plan



# Non-Personal Services Contracts

- CEOss Task Orders are for ***Non-Personal Services*** IAW FAR Part 37

*“Nonpersonal services contract” means a contract under which the personnel rendering the services are not subject, either by the contract’s terms or by the manner of its administration, to the supervision and control usually prevailing in relationships between the Government and its employees.*

- Contractors should not be performing *Inherently Governmental* functions
  - See FAR SubPart 7.5
- Contractors should not represent themselves as Government Employees, either explicitly or implicitly



# Competitive Process



- GSA Schedules
- Blanket Purchase Agreements (BPAs)
- Task orders





# CEOss Domain Structure



# Domain Structure/Placement

- Task orders competed among primes in the domain that best fits SOW requirements
- Available skillsets and sufficient competition
- Historical Precedence
- Based on preponderance of SOW work content and alignment with domain functional activities; may include cross domain requirements



# CEOss Domain Competencies

## DOMAINS

### Specialty Engineering

- ☑ 874 – MOBIS
- ☑ 871 – Engineering Services
- ☑ 899 – Environmental Services
- ☑ 70 – IT Services & Support
- ☑ 873 – Lab Testing & Analysis

### Business & Analytical

- ☑ 874 – MOBIS
- ☑ 520 – Financial / Business
- ☑ 69 – Training Services

### Engineering & Scientific

- ☑ 874 – MOBIS
- ☑ 871 – Engineering Services
- ☑ 70 – IT Services & Support

### Acquisition, Logistics & Admin

- ☑ 874 – MOBIS
- ☑ 874 V - LOGWORLD
- ☑ 871 Engineering Services

- ✓ Qualifying GSA Schedules for Prime Vendors / Selective for Teammates
- ✓ No Restrictions on Team Member Schedules within Domains
- ✓ “Open Season” - Modify Domains / Adjust Incumbent Teams & Rates





# Engineering & Scientific (ES)



QinetiQ



SAIC  
From Science to Solutions

CACI  
EVER VIGILANT

dcs  
corp

|  |   |
|--|---|
| Strategic planning for technology programs                             | Concept development / requirements analysis |
| Technical studies and analysis   | Combat systems engineering assessments      |
| Technology assessments   | Documentation / Reports / Plans             |
| Risk analysis and recommendations                                      | IPT support and PGD advisory assistance     |
| Safety and environmental analysis                                      | Commodity-specific engineering support      |
| Logistics engineering assessments                                      | Modeling and simulation support             |
| Specification development  | Test and evaluation support                 |
| Acquisition engineering (e.g., reviews / audits / DoD 5000 compliance) | Independent engineering assessments         |
| Process assessments  | Integration of systems / subsystems         |
| Design trades and cost benefit analysis                                | Life cycle support analysis                 |
| Training and human factors support                                     | Other systems engineering activities        |

BAE SYSTEMS

GENERAL DYNAMICS  
Information Technology

JACOBS™



# Specialty Engineering (SE)



|  |   |
|--|---|
| Specialized Information Technology services and software development | Emerging technology assessments and specialized engineering |
| Specialized Technical studies and analysis                           | Combat systems engineering assessments                      |
| Technology assessments   | Documentation / Reports / Plans                             |
| Risk analysis and recommendations                                    | IPT support and PGD advisory assistance                     |
| Safety and environmental analysis                                    | Commodity-specific engineering support                      |
| Logistics engineering assessments                                    | Modeling and simulation support                             |
| Specification development  | Test and evaluation support                                 |
| Laboratory testing and analysis                                      | Independent engineering assessments                         |
| Process assessments  | Integration of systems / subsystems                         |
| Design trades and cost benefit analysis                              | Other specialty engineering services                        |





# Business & Analytical (BA)



CRITICAL THINKING.  
SOLUTIONS DELIVERED.

|  |   |
|--|---|
| Program management support                   | Analytical support for MCSC programs    |
| Business / technical studies and analysis    | Procurement planning and support        |
| Complex business assessments                 | Documentation / Reports / Plans         |
| Risk analysis and recommendations            | IPT support and PGD advisory assistance |
| Design trades and cost benefit analysis      | Life cycle support analysis             |
| Training services and course development     | Modeling and simulation support         |
| Financial and cost analysis                  | Audit services                          |
| Business management improvement              | Consulting services                     |
| On-site instruction and facilitator services | Other business and analytical services  |



Booz | Allen | Hamilton



# Acquisition, Logistics & Administrative (ALA)



|  |   |
|--|---|
| Program management support                 | Analytical support for MCSC programs    |
| Business / technical studies and analysis  | Procurement planning and support        |
| Complex business assessments               | Documentation / Reports / Plans         |
| Risk analysis and recommendations          | IPT support and PGD advisory assistance |
| Logistics trades and cost benefit analysis | Life cycle support analysis             |
| Training services and course development   | Modeling and simulation support         |
| General administrative support             | Acquisition logistics                   |
| Distribution and transportation analysis   | Logistics training                      |
| Supply chain management                    | Business management and improvement     |





# CEOss BPA Structure



# CEOss BPA

- One BPA per Prime Vendor; competitively awarded
- 10 Year Term; renewed annually
- Relies on qualifying GSA Schedule
- Agency-specific provisions and clauses
- Serves as ordering vehicle; individual task orders issued competitively to selected BPA holder



# General BPA Structure

- GSA Schedule
- Administrative Data
- Authority
- Description of Requirement
- Statement of Work
- Security Requirements
- Electronic Interface
- Orders
- **Subcontracting and Teaming Relationships**
- Labor Categories and Accompanying Rates

COMMERCIAL ENTERPRISE OMNIBUS SUPPORT SERVICES (CEOSS)  
BLANKET PURCHASE AGREEMENT (BPA) for the  
ISA DOMAIN

Pursuant to the General Services Administration (GSA) Federal Supply Schedule (FSS) complete the table with information pertinent to your schedule.

| FSS Schedule Number | Title |
|---------------------|-------|
|                     |       |

A Blanket Purchase Agreement (BPA) is hereby established (pursuant to your FSS contract), between \_\_\_\_\_ and Marine Corps Systems Command (MCSO) under the terms and conditions of GSA Contract Number \_\_\_\_\_ and the BPA Number \_\_\_\_\_.

The Contractor is required to notify the ACSS PCO of any change made by GSA to the applicable schedule and shall resubmit the updated schedule within 10 days of receipt of the modification.

**ADMINISTRATIVE DATA**

Primary Point of Contact:

|  |
|--|
| (Complete Name, Title, Corporate Address)  |
|  |
|  |
|  |
| (Electronic mail address and phone number) |
|  |
|  |
|  |

Alternate Point of Contact:

|  |
|--|
|  |
|  |
|  |
|  |

Remit to Address:

|  |
|--|
|  |
|  |

+



# General BPA Structure

- Rights/Guarantees
- Invoicing/Billing Procedures/Task Order Closeout
- BPA Cancellation
- **Organizational Conflicts of Interest and Non-Disclosure Agreements**
- **Performance Monitoring**
- **Competition Requirements**
- Accounting and Appropriation Data
- Expiration Date
- Renewal Options





# General BPA Structure

- Government Furnished Property/Information
- Post Award Conference
- Contractor Web Site
- Contractor's Proposal Incorporated by Reference
- Annual BPA Holder Assessment (Open Season)
- Attire
- Insurance
- BPA Clauses



# Subcontracting & Teaming Relationships



- Traditional Prime Contractor-Subcontractor Arrangement
- All proposal submissions must come under Prime Contractor's qualifying schedule
- Prime is responsible for performance
- Prime is responsible for compliance with CEOss operating procedures
- Only Prime has privity of contractual arrangement



# Subcontracting & Teaming Relationships



- Primes within the same domain MAY NOT team
- No limit to the number of team members on any individual team
- You may be a subcontractor/team member on multiple teams within and across domains
- Ability to add SDVOSB/HubZone/VOSB throughout year; other team adjustments only during open season
- No second-tier subcontractors
- Use of non-team **DISCOURAGED**
  - limited to 5% of the total labor charges
  - requires prior approval



# Subcontracting & Teaming Relationships



| Subcontracting / Teaming Arrangements            |   |   |
|--|---|---|
| If...  | Then...   | And...  |
| <b>Two Contractors have GSA Schedules</b>        | You can have a Contractor Team Arrangement.   | One Prime Contractor will be designated as the Contractor Team Leader (Prime BPA holder).   |
| <b>A team member has a GSA Schedule</b>          | The Prime Contractor can propose the team member using the team member's GSA rates <b>OR</b> the Prime Contractor can map the team member into its own GSA rates.                                 | May not add additional fee to the team member's rates above the Prime's schedule rates. Any discount passed to the Prime by the team member can be retained by the Prime or passed in whole or in part to the Government. |
| <b>A team member doesn't have a GSA Schedule</b> | The Prime Contractor can map the Subcontractor into its own GSA rates <b>OR</b> The Prime Contractor can propose the Subcontractor as an ODC (subject to PCO approval <u>prior</u> to proposing). | Follow the procedures outlined above  |
| <b>All Non-team members</b>                      | The Prime Contractor must propose the Subcontractor as an ODC (subject to PCO approval <u>prior</u> to proposing).  | Non-team member labor may be burdened only with General & Administrative (G&A) charges.   |



# Subcontracting & Teaming Relationships

- Wholly-owned subsidiaries will be treated as separate companies, but may not hold primes in the same domain as their sister/parent company;
- Must have separate:
  - Management Structures
  - GSA schedules
  - Accounting and Financial systems
  - CCR
  - D&B Numbers



# Organizational Conflicts of Interest and Non-Disclosure Agreements

- Vendor is expected to raise OCI concern/potential when it arises
- Limitation on Future Contracting Clause is included in all CEOss task orders
- Contractor required to maintain Non-Disclosure Agreements for all employees
- McCain-Levin Act may require declaration as either Services OR Supplies provider to mitigate the chances of an OCI occurring



# Performance Monitoring

- Performance Monitoring includes
  - Conformance to contract requirements/QASP
  - Adherence to schedules
  - Contractor's history of reasonable and cooperative behavior
- Quality Assurance Surveillance Plan (QASP) associated with individual task order; Satisfactory performance IAW QASP must be documented to initiate renewal options
- Task order performance monitoring/assessment also supports past performance evaluation for future work (e.g. CPARS >\$1M)
- BPA performance monitoring is done via a composite performance index score; serves as means to caution/remove under-performing firms

$$\text{P/Index} = [\% \text{ Revenue} + (\text{Bid \%} + \text{Avg. Score})] - (\text{LOC})$$



# Competition Requirements

- FAR requires competition
  - DFARS 208.405-70 “*and the contracting officer receives offers from **at least three contractors** that can fulfill the requirements*”
- **50% benchmark** for Large Businesses; **25% benchmark** for Small Businesses\*
- Withdrawal from bidding for any reason (including OCI) is considered a “no bid” for bid rate calculations

\*Small Business: **SE, ES, ALA** – NAICS 541330 (annual revenue is less than \$27M under the “military services” or “military weapons systems”); **BA** – NAICS 541611 (annual revenue is less than \$7M)





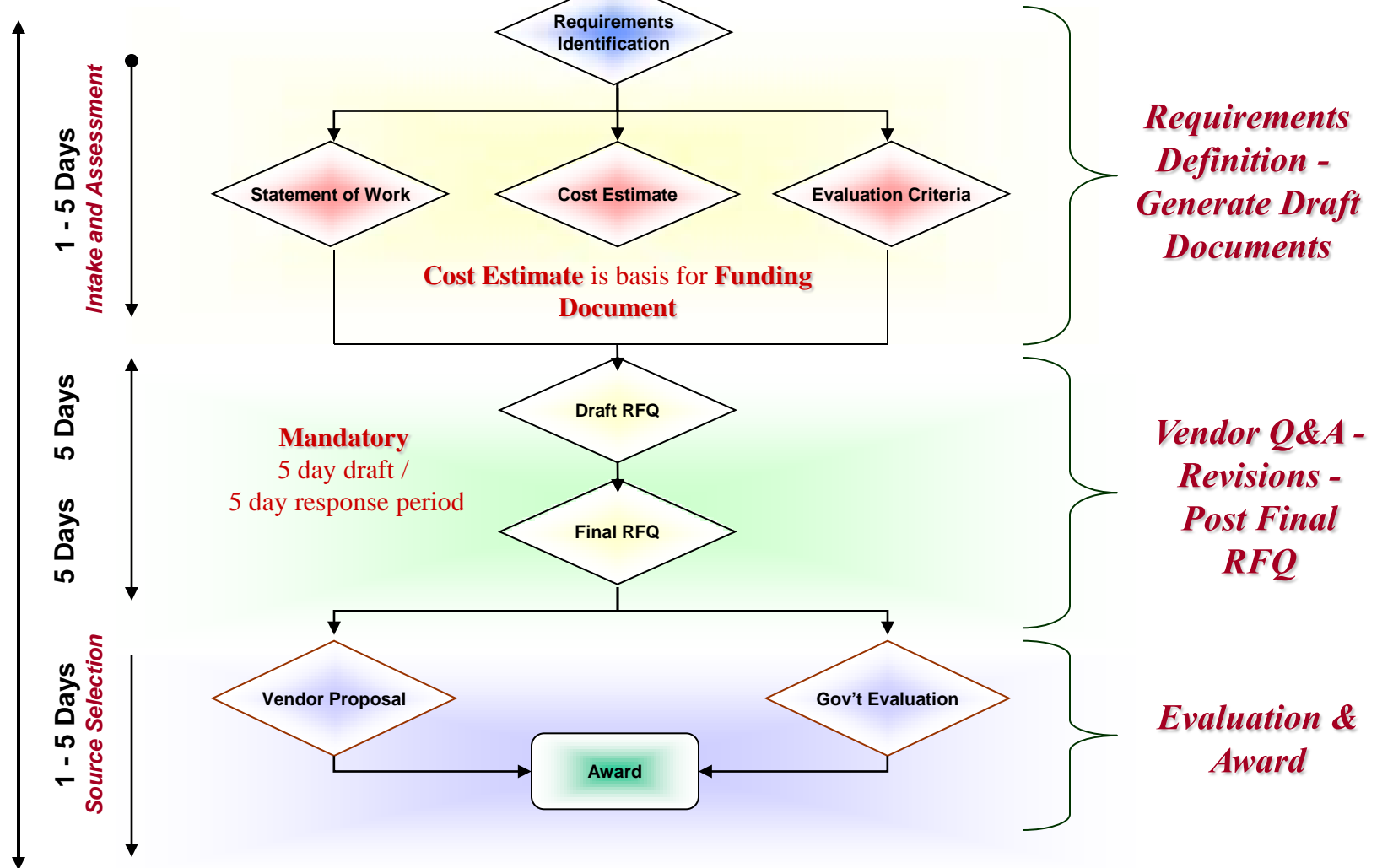
# CEOss Task Order

- Labor is FFP; Travel/ODC is Cost Reimbursement
- Base plus 2 options
- Competitive award of Base; Options awarded based on satisfactory performance
- 20 Day Timeline (Intake – Award)
- Highly standardized process; facilitated by use of e-commerce portal “eP2”

# CEOss Customer Process Model

*Expedited Award Process*

Target Timeline <20 Days





# CEOss RFQ Structure



# General RFQ Structure

- Section 2 – General RFQ provisions
- Section 3 - SOW



# General RFQ Structure



## Section Two – General RFQ Provisions

- Packaging and Marking
- Inspection and Acceptance
- Contracting Officer's Representative
- Invoices
- Delivery Destination
- Accounting and Appropriation Data
- Government Furnished Property Requirements
- Facilities Requirements
- Period of Performance
- **Proposal Instructions**
- Contractor Support Public Trust Determinations
- **RFQ Evaluation Criteria**
- **Independent Government Cost Estimates (IGCEs)**

**SECTION TWO**

**PACKAGING AND MARKING:** All items shall be prepared and marked for shipment using best commercial practices.

**INSPECTION AND ACCEPTANCE:** All deliveries shall be inspected and accepted at point of destination.

**PROJECT OFFICER:** The Project Officer (e.g., sponsor) for this order is:  
**Project Officer (703) 422-4800**  
**Project Officer@usmc.mil**

Inspection and Acceptance of contract deliverables is the responsibility of the project officer, or their duly authorized representative(s). Moreover, the Project Officer serves in a supporting role to the Contracting Officer, providing advice and expertise on technical issues (e.g., COTR). However, only the Contracting Officer has authority to authorize deviations from the terms and conditions of this contract, including deviations from specification requirements and approval of QAGs, or related changes not previously identified in the Contractor's proposal. In the event the Contractor does deviate without written approval of the Contracting Officer, such deviation shall be at the risk of, and all costs relating thereto shall be borne by the Contractor.

**INVOICES:**  
In compliance with DFARS 252.232-7000, "Electronic Submission of Payment Request (March 2007)", the United States Marine Corps (USMC) utilizes WAWAF-RA to electronically process vendor requests for payment. The Contractor shall be required to utilize this system when processing invoices and recording reports under this contract, unless the status is: UNCLASSIFIED, 252.232-7000 apply. The Contractor shall (i) register to use WAWAF-RA at <http://www.usmc.mil>, and (ii) ensure an "electronic business" Point of Contact is designated in the Central Contractor Registration at <http://www.ccr.gov>, within ten (10) days after award of this contract. The USMC WAWAF-RA point of contact for this contract is NIS In Gomez and can be reached on 703-422-3793.

Additionally, upload a copy of your invoice into eP2 using the embedded feature, then, send email notification of your invoice postings to [ids.in.gomez.ch@usmc.mil](mailto:ids.in.gomez.ch@usmc.mil). To ensure prompt payment and resolution of anomalies, ACSS uses a central billing model that requires the Project Officer (e.g., sponsor) to review and verify invoice charges within 45hrs. of posting. ACSS staff coordinates this action and validates/certifies the approved charges using WAWAF. In this capacity, ACSS technical sponsors serve as the authorizing officials (e.g., Contracting Officer's Representative (COR)) for all CEOSS tasks. Anomaly involving issues (e.g., type of charges, rationale, costs, etc.), must be resolved within 72hrs. of submission, or the invoice will be rejected for cause.

**Delivery Information for WAWAF:**  
Payment Office: **600AAG: M67000**  
Admin Office: **600AAG: M67000**  
Service Account: **600AAG: M67000** Extension ACSS

**DELIVERY DESTINATION:**  
Commander MARCORSVCOM  
PO / MBO ATTN: Project Officer  
2200 Laker St.



# Proposal Instructions

Quotation Format. Offerors shall submit a combined business and technical quotation. Proposals shall be prepared using "Arial" or "Times New Roman" 11-point font style on 8½ x 11 inch white paper. Tables and illustrations may use a reduced font style, not less than 8 point. Foldouts are not allowed. Margins shall be one (1) inch on all sides. All material submitted may be single-spaced. Offerors should ensure that each page provides identification of the submitting Offeror in the header or footer. Page count for the proposal shall comply as follows:

|                                 |                     |
|---------------------------------|---------------------|
| Overall Business and Technical  | NTE 13-pages        |
| Price Proposal/Payment Schedule | NTE 6-pages         |
| Past Performance                | NTE 2-pages         |
| <b>Total Content</b>            | <b>NTE 21-pages</b> |

Offerors may submit supporting documentation (i.e. resumes, staff matrix, facilities schematics) in addition to the 13 page technical proposal, however, the total combined submission shall not exceed 24 pages.

- 1 offer per prime
- Due NLT 5 days after Final RFQ
- Standardized format
- Posted to eP2
- Pricing includes Labor & Travel/ODC; base period plus options



# RFQ Evaluation Criteria Factors



- Technical and Business Capability
- Staffing and Management
- Past Performance
- Price Reasonableness

***Weights Determined by Task Order Sponsor***



# RFQ Evaluation Criteria

Color ratings will be accomplished at the factor level for each offer received; Reflects performance and risk assessment

| Color  | Rating    | Definition   |
|--------|-----------|--|
| Blue   | Excellent | Proposal demonstrates excellent understanding of requirements and approach that significantly exceeds performance or capability standards. Has exceptional strengths that will significantly benefit the Government. Provides a highly-capable team and strong business / technical solution to the cited requirements |
| Green  | Good      | Proposal demonstrates good understanding of requirements and approach that exceeds performance or capability standards. Has one or more strengths in their business / technical solution to the cited requirements.  |
| Yellow | Adequate  | Proposal demonstrates acceptable understanding of requirements and approach that meets performance or capability standards. Acceptable solution. Few or no strengths.  |
| RED    | Weak      | Fails to meet performance or capability standards. Provides a less than desirable team and weak business / technical solution to the cited requirements  |



# Independent Government Cost Estimate (IGCE)

|                |   |       |     |             |     |              |            |       |     |             |     |              |            |
|----------------|---|-------|-----|-------------|-----|--------------|------------|-------|-----|-------------|-----|--------------|------------|
| Base period    | <p>(F) INDEPENDENT GOVERNMENT COST ESTIMATE (IGCE) – Base Period:</p> <table> <tr> <td>Labor</td><td>\$0</td></tr> <tr> <td>Travel/ODCs</td><td>\$0</td></tr> <tr> <td><b>TOTAL</b></td><td><b>\$0</b></td></tr> </table>   | Labor | \$0 | Travel/ODCs | \$0 | <b>TOTAL</b> | <b>\$0</b> |       |     |             |     |              |            |
| Labor          | \$0   |       |     |             |     |              |            |       |     |             |     |              |            |
| Travel/ODCs    | \$0   |       |     |             |     |              |            |       |     |             |     |              |            |
| <b>TOTAL</b>   | <b>\$0</b>  |       |     |             |     |              |            |       |     |             |     |              |            |
| Option periods | <p>(G) INDEPENDENT GOVERNMENT COST ESTIMATE (IGCE) – Option Period 1:</p> <table> <tr> <td>Labor</td><td>\$0</td></tr> <tr> <td>Travel/ODCs</td><td>\$0</td></tr> <tr> <td><b>TOTAL</b></td><td><b>\$0</b></td></tr> </table> <p>(H) INDEPENDENT GOVERNMENT COST ESTIMATE (IGCE) – Option Period 2:</p> <table> <tr> <td>Labor</td><td>\$0</td></tr> <tr> <td>Travel/ODCs</td><td>\$0</td></tr> <tr> <td><b>TOTAL</b></td><td><b>\$0</b></td></tr> </table> | Labor | \$0 | Travel/ODCs | \$0 | <b>TOTAL</b> | <b>\$0</b> | Labor | \$0 | Travel/ODCs | \$0 | <b>TOTAL</b> | <b>\$0</b> |
| Labor          | \$0   |       |     |             |     |              |            |       |     |             |     |              |            |
| Travel/ODCs    | \$0   |       |     |             |     |              |            |       |     |             |     |              |            |
| <b>TOTAL</b>   | <b>\$0</b>  |       |     |             |     |              |            |       |     |             |     |              |            |
| Labor          | \$0   |       |     |             |     |              |            |       |     |             |     |              |            |
| Travel/ODCs    | \$0   |       |     |             |     |              |            |       |     |             |     |              |            |
| <b>TOTAL</b>   | <b>\$0</b>  |       |     |             |     |              |            |       |     |             |     |              |            |

- Tailored for each task order - based on PM's funding constraints and CEOss Model **NOT based on domain average rates!**
- FTE = 1872 hours  
2080 - 120 LV/Sick – 80 holidays  
– 8 Company Training
- Proposals may exceed IGCE, without being considered “non-responsive;” evaluation is best value
- Proposals compared to IGCE weighted labor rate and hours for Price Reasonableness evaluation



# General RFQ Structure

## Section Three - SOW



- Scope
- Background
- General Requirements
- Specific Requirements
- Facilities, Travel, and ODCs
- Quality Assurance Surveillance Plan (QASP)
- Performance Requirements Survey (PRS)

Communicate our requirements clearly, concisely, and completely to Contractors

**SECTION TWO**

**PACKAGING AND MARKING:** All items shall be prepared and marked for shipment using best commercial practices.

**INSPECTION AND ACCEPTANCE:** All deliveries shall be inspected and accepted at point of destination.

**PROJECT OFFICER:** The Project Officer (e.g., sponsor) for this order is:  
**Project Officer (PO) 422-4000**  
**ProjectOfficer@usmc.mil**

Inspection and Acceptance of contract deliverables is the responsibility of the project officer, or their duly authorized representative(s). Moreover, the Project Officer serves in a supporting role to the Contracting Officer, providing advice and expertise on technical issues (e.g., COTR). However, **only** the Contracting Officer has authority to authorize deviations from the terms and conditions of this contract, including deviations from specification requirements and approval of ODCs, or related changes not previously identified in the Contractor's proposal. In the event the Contractor does deviate without written approval of the Contracting Officer, such deviation shall be at the risk of, and all costs relating thereto shall be borne by the Contractor.

**INVOICES:**

In accordance with DFARS 252.232-7003, "Electronic Submission of Payment Request (March 2007)", the United States Marine Corps (USMC) utilizes WAMAF-RA to electronically process vendor requests for payment. The Contractor shall be required to utilize this system when processing invoices and recording reports under this contract, unless the provisions of DFARS 252.232-7003 do not apply. The Contractor shall (1) register to use WAMAF-RA at <https://www.cba.mil>, and (2) ensure an "electronic business" Point of Contact is designated in the Central Contractor Registration at <https://www.ccr.gov>, within ten (10) days after award of this contract. The USMC WAMAF-RA point of contact for this contract is Miss Gomez and can be reached on 703-432-3753.

Additionally, upload a copy of your invoice into eP2 using the embedded feature, then send email notification of your invoice postings to [kdsinacmtrch@usmc.mil](mailto:kdsinacmtrch@usmc.mil). To ensure prompt payment and resolution of anomalies, ACSS uses a central billing model that requires the Project Officer (e.g., sponsor) to review and verify invoice charges within 48hrs. of posting. ACSS staff coordinates this action and validates/verifies the approved charges using WAMAF. In this capacity, ACSS technical sponsors serve as the authorizing officials (e.g., Contracting Officer's Representative (COR)) for all CEOSs tasks. Anomaly Invoicing Issues (e.g., type of charges, rationale, cost, etc.), must be resolved within 72hrs. of submission, or the invoice will be rejected for cause.

**Payment Information for WAMAF:**  
Payment Office GoBAAC: 1N67000  
Admin Office GoBAAC: 1N67000  
Service Acceptor GoBAAC: 1N67000 Extension ACSS

**DELIVERY DESTINATION:**  
Commander MARCORSYSCOM  
PO / MSD ATTN: Project Officer  
2200 Lasker St.



# General Requirements

**2.0 General Requirements.** The Contractor shall provide engineering and analytical support as generally aligned with the percentage effort stipulated:

| Activity – Anticipated Percentage   |     | Para  |
|-------------------------------------|-----|-------|
| • Business and Operational Support  | 35% | 2.1.1 |
| • Technical and Acquisition Support | 30% | 2.1.2 |
| • Systems Engineering Support       | 25% | 2.1.3 |
| • Management and Administration     | 10% | 2.1.4 |

Percentage of work associated with task activities

The percentage of work associated with each of these task activities may vary slightly by program precedent and volume throughout the performance period. The Contractor is responsible for providing suitable technical and analytical expertise to support ongoing responsibilities delineated by activity, as well as variances in the scope of activities. The Contractor shall appoint a technical manager to act as both coordinator of task activities and to serve as the overall expert for successful completion of this task initiative. Administrative support shall be provided as required. Standards of performance are delineated at Attachment 1 of this document in the Quality Assurance Surveillance Plan (QASP).



# Quality Assurance Surveillance Plan (QASP)



- Attachment 1 of SOW
- Objective Measures of vendor performance
- Supports Renewal Option Exercise
  - >.85 first option exercise
  - >.95 second option exercise
- Surveillance Methods
  - Analysis
  - Demonstration
  - Inspection
- Quality Levels
  - Excellent (>.95)
  - Acceptable (>.85)
  - Poor (<.85)

## Attachment 1

### QUALITY ASSURANCE SURVEILLANCE PLAN

**1. Objective.** This Quality Assurance Surveillance Plan (QASP) serves as the principal basis for assessing overall performance quality associated with the MSD SBT task effort. This document will be used by the Government to assess the effectiveness of the Contractor's management and technical services. This QASP provides the methodology by which the Contractor's performance will be monitored to determine compliance with established performance objectives and to establish performance benchmarks that ensure a quantifiable basis for measuring effectiveness. The plan is designed so that surveillance is limited to that which is necessary to verify the Contractor is performing management and technical services satisfactorily and relates directly to performance objectives of the performance objectives delineated in the SOW.

**2. Government Surveillance.** The MSD Program Management Competency Lead will function as the Technical Representative for this task, and her/his authority will be limited to administering specific technical aspects of the task order. The Technical Representative will not provide direction that is outside the scope of responsibilities delineated under this task order and will defer any conditional interpretations to the CEOss Contracting Officer. The Technical Representative will:

- Maintain a detailed knowledge of the technical requirements of the contract;
- Document Contractor performance in accordance with the QASP;
- Identify and immediately forward notifications of deficient, or non-compliant performance to the Contracting Officer;
- Approve priorities of support, resources, and associated schedules.

**3. Surveillance Methods.** Surveillance of Contractor performance is the method used by the Government to determine whether the Contractor is effectively and efficiently complying with all terms and conditions of the task order. In addition to statistical analysis, the functional expertise of the Technical Representative plays a critical role in adequately evaluating Contractor performance. The below listed methods of surveillance shall be used in the administration of this QASP and the standards are delineated by WBS element in the Performance Requirements Survey (PRS) table at Enclosure 1:

- Demonstration - A qualification method that is carried out by operation and relies on observable functional operation. It does not require the use of instrumentation or special test equipment;

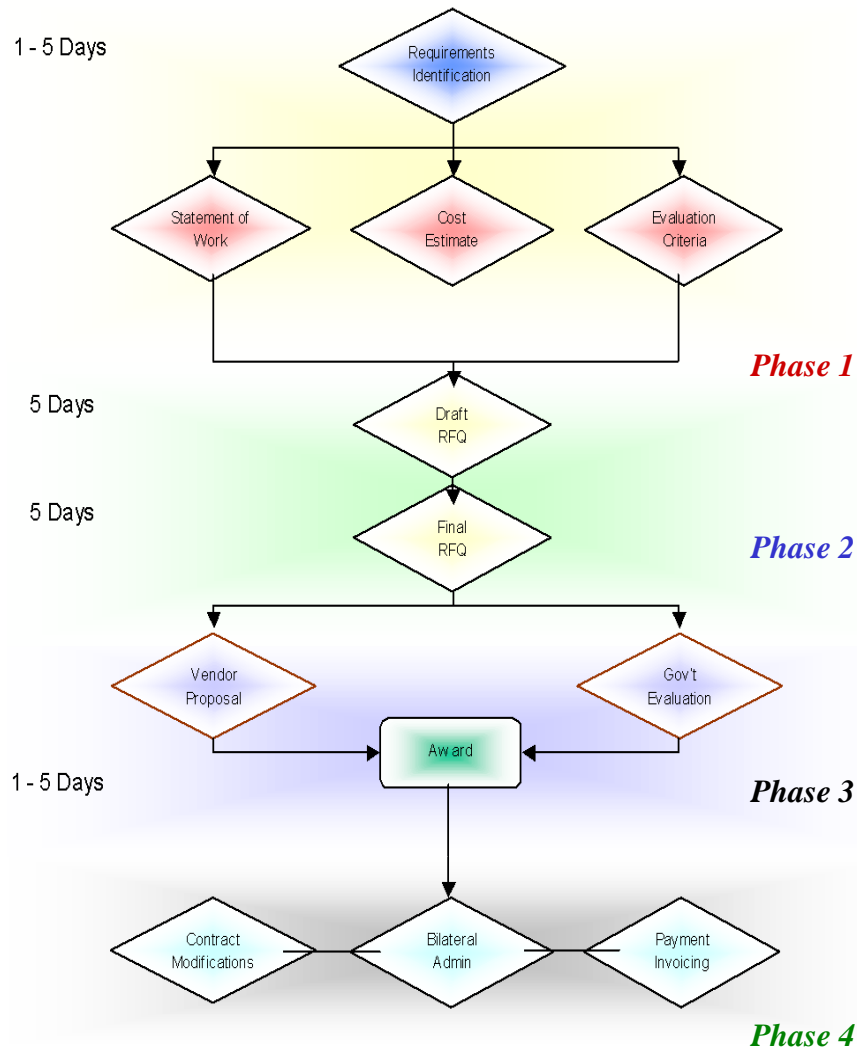
Analysis. A qualification method that is carried out by examining and assessing the application of techniques in order to determine if they are appropriate and sufficient. The quality of performance can be determined from government or contractor task-based or Management Information System (MIS) reports, Contractor ISO 9000 techniques and procedures, or from government observation of completed tasks. In some instances, reports may be available in the form of information on a Contractor's performance against contract requirements. Reports generally provide information regarding various



# Business Metrics



# ACSS Operating Profile



- ✓ Main ACSS Constraint - **Resources**
- ✓ 11 Government
- ✓ Avg. 30-hrs. per Task Order
- ✓ High Concentration on Front-end
- ✓ 20-day Timeline is *Optimal*
- ✓ Invoice Processing <5-days
- ✓ DFAS Payment ~27-days



# CEOss FY10 Domain Players

*Results by Domain (year to date)*

## Specialty Engineering

- **FY10 Base:** 6 Prime Awards
- **Awards:** 17 TO's / ~\$33.8M
- **Avg. Team Size:** 27
- **Active Primes:** AT&T, Battelle, CSC, Stanley, TAIC, TSC

## Business & Analytical

- **FY10 Base:** 6 Prime Awards
- **Awards:** 6 TO's / ~\$9.1M
- **Avg. Team Size:** 25
- **Active Primes:** BAH, Flatter, Kalman, MCR, Serco, Tecolote

## Engineering & Scientific

- **FY10 Base:** 9 Prime Awards
- **Awards:** 31 TO's / ~\$91.4M
- **Avg. Team Size:** 27
- **Active Primes:** BAE, CACI, Centurum, DCS, GDIT, Jacobs, OSEC/QinetiQ, SAIC, TASC

## Acquisition, Logistics & Admn.

- **FY10 Base:** 9 Prime Awards
- **Awards:** 28 TO's / ~\$71M
- **Avg. Team Size:** 29
- **Active Primes:** CTC, DTI, EDO, EG&G, INS/LM, L-3, Logis-Tech, TCG, Thomas Assoc.

**30 Prime Vendors /Over 300 Participating Firms**



# CEOss FY10 Results

*through 19 Mar 2010*



## Grand Total CEOss Business to Date+

|     |            |                      |
|-----|------------|----------------------|
| ALA | 362        | \$712,289,960        |
| BA  | 193        | \$179,692,228        |
| ES  | 358        | \$794,880,117        |
| SE  | <u>257</u> | <u>\$325,399,459</u> |
|     | 1,170      | \$2,012,261,764      |

+Does not include Modifications

- Expect Annual Volume of ~220 Tasks
- FY10 Competition Levels
  - On average, 3 offers per TOPR
  - Out of 22 new task orders, 8 have less than 3 bids
- Winning Scores ~.94 Across Domains

## FY08

|         |           |            |                     |
|---------|-----------|------------|---------------------|
| ALA     | 66        | 37%        | \$144,716,723       |
| BA      | 37        | 10%        | \$40,043,087        |
| ES      | 58        | 37%        | \$143,743,238       |
| SE      | <u>46</u> | <u>17%</u> | <u>\$65,288,708</u> |
| G/Total | 207       |            | \$393,791,756       |

## FY09

|         |           |            |                     |
|---------|-----------|------------|---------------------|
| ALA     | 71        | 40%        | \$180,804,048       |
| BA      | 50        | 9%         | \$41,372,150        |
| ES      | 61        | 39%        | \$173,733,757       |
| SE      | <u>37</u> | <u>12%</u> | <u>\$54,468,117</u> |
| G/Total | 219       |            | \$450,378,072       |

## FY10

*thru 19 March 2010*

|         |           |            |                     |
|---------|-----------|------------|---------------------|
| ALA     | 28        | 35%        | \$71,058,551        |
| BA      | 6         | 4%         | \$9,149,332         |
| ES      | 31        | 44%        | \$91,423,342        |
| SE      | <u>17</u> | <u>16%</u> | <u>\$33,889,593</u> |
| G/Total | 82        |            | \$205,520,818       |

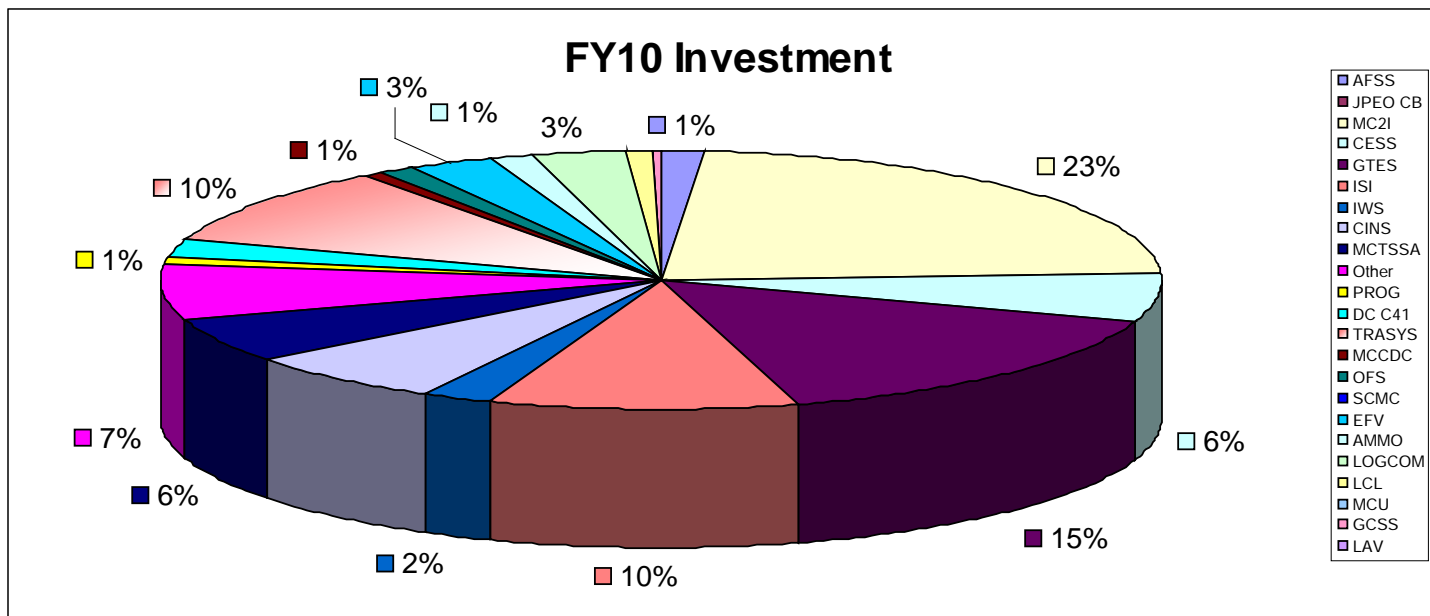




# CEOss Award Distributions



## Command Investment Percentages

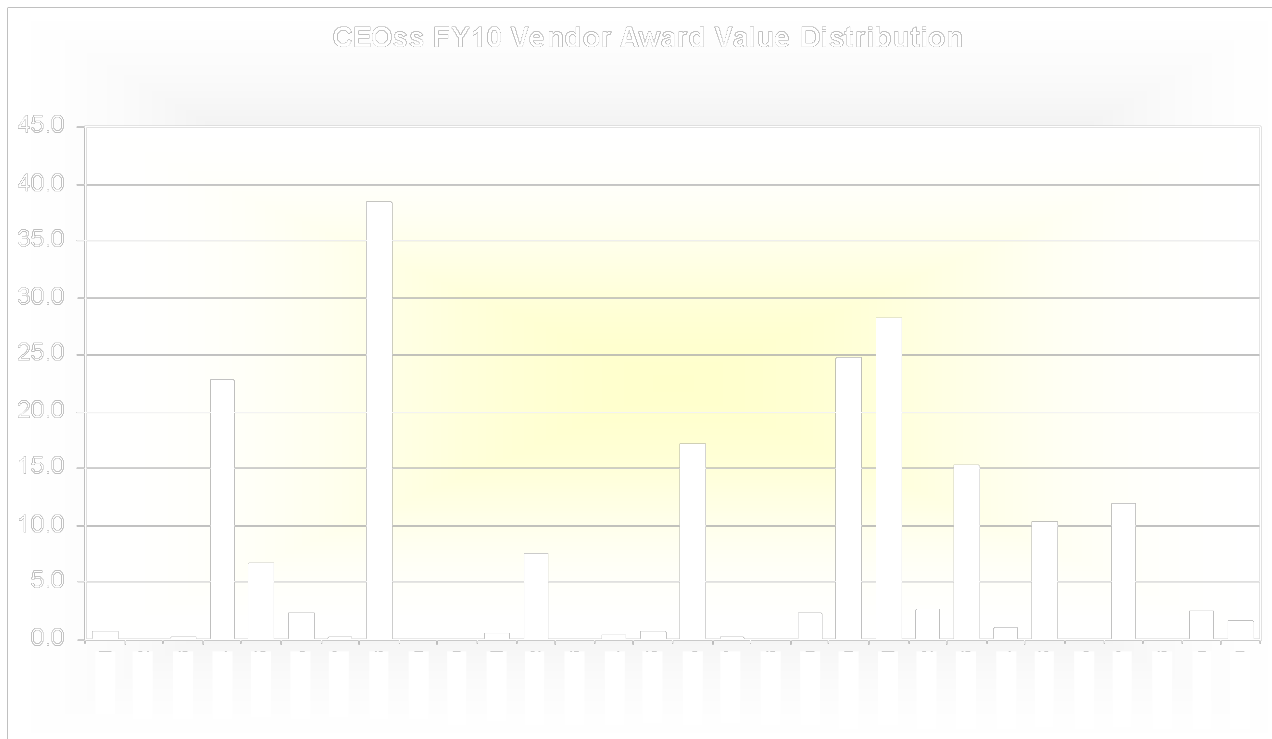


| Office  | Invest               |
|---------|----------------------|
| AFSS    | \$2,689,519          |
| JPEO CB | \$0                  |
| MC2I    | \$47,107,553         |
| CESS    | \$12,525,781         |
| GTES    | \$31,331,804         |
| ISI     | \$20,214,939         |
| IWS     | \$4,824,924          |
| CINS    | \$13,543,331         |
| MCTSSA  | \$11,336,210         |
| Other   | \$14,483,367         |
| PROG    | \$1,573,020          |
| DC C41  | \$4,646,628          |
| TRASYS  | \$20,361,591         |
| MCCDC   | \$1,393,483          |
| OFS     | \$2,012,582          |
| SCMC    | \$234,403            |
| EFV     | \$5,968,621          |
| AMMO    | \$2,539,910          |
| LOGCOM  | \$6,445,915          |
| LCL     | \$1,905,008          |
| MCU     | \$0                  |
| GCSS    | \$382,229            |
| LAV     | \$0                  |
|         | <b>\$205,520,818</b> |



# CEOss FY10 Market

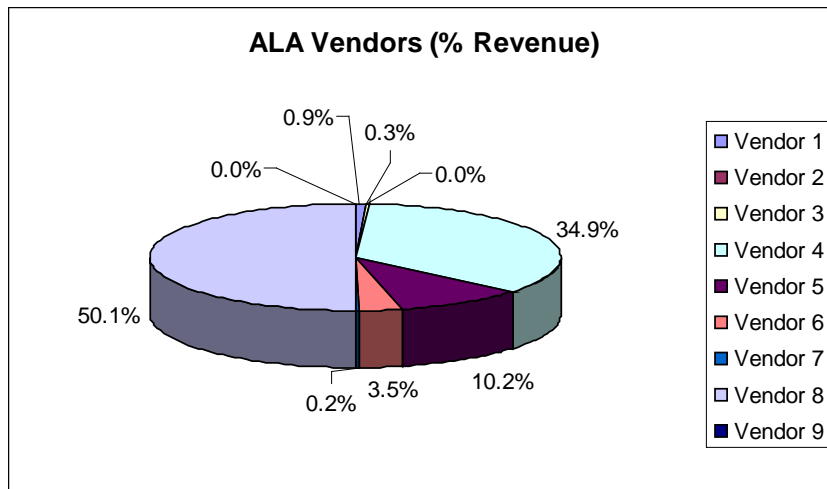
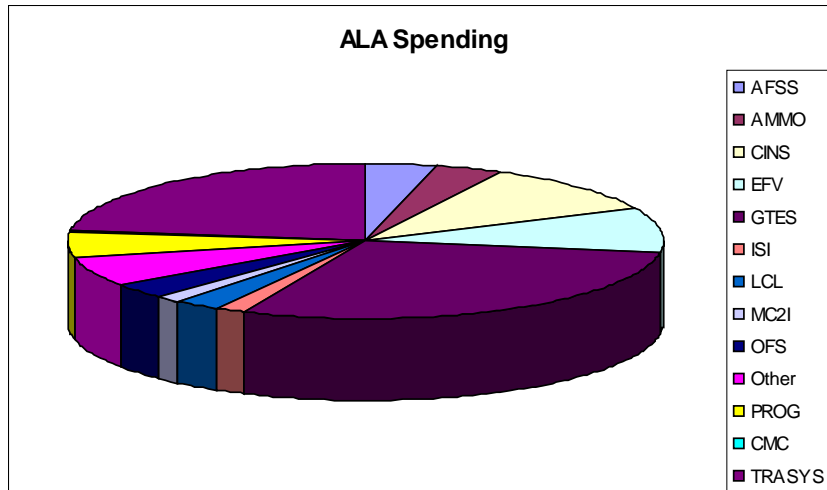
## *Customer / Vendor*



| Domain | Ave. Score | Ave. Winning Score | Competition Per TO |
|--------|------------|--------------------|--------------------|
| ALA    | 85.6       | 95                 | 41%                |
| BA     | 84.7       | 93                 | 50%                |
| ES     | 87.3       | 91                 | 42%                |
| SE     | 88.3       | 98                 | 40%                |



# CEOss ALA Domain Business Volume



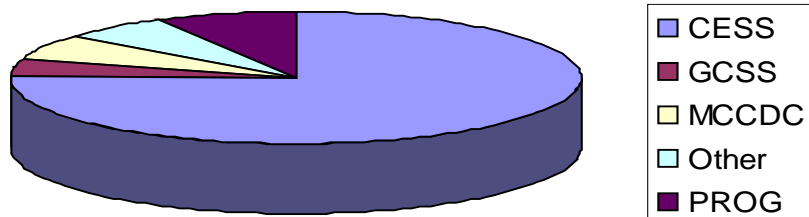
- \$71M invested (YTD)
- 28 Task Orders
- 41% Avg. Bid Rate
- 85.6% Avg. Proposal Score
- 10% Avg. Discount Rate
- \$94.29 Avg. Labor Rate
- 4% Small Business
- Avg. Winning Score of 95
- 3 Firms control ~85% of work within ALA to date



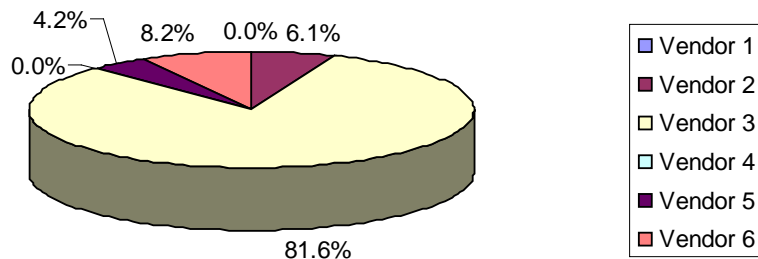
# CEOss BA Domain Business Volume



BA Spending



BA Vendors (% Revenue)



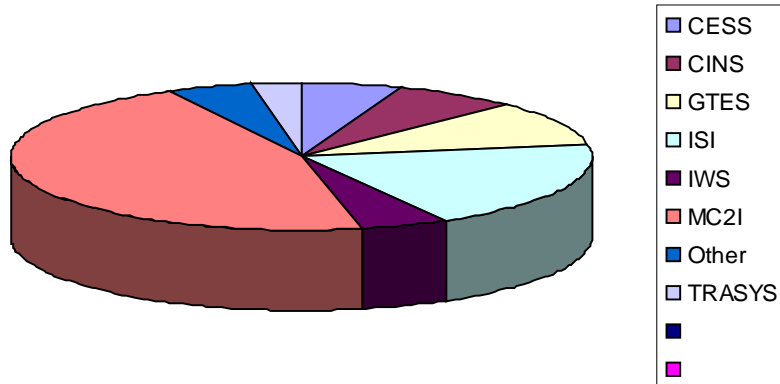
- \$9.1M Invested (YTD)
- 6 Task Orders
- 50% Avg. Bid Rate
- 84.7% Avg. Proposal Score
- 5% Avg. Discount Rate
- \$107.55 Avg. Labor Rate
- 6% Small Business
- Avg. Winning Score of 93
- 1 Firm controls ~82% of work within BA to date



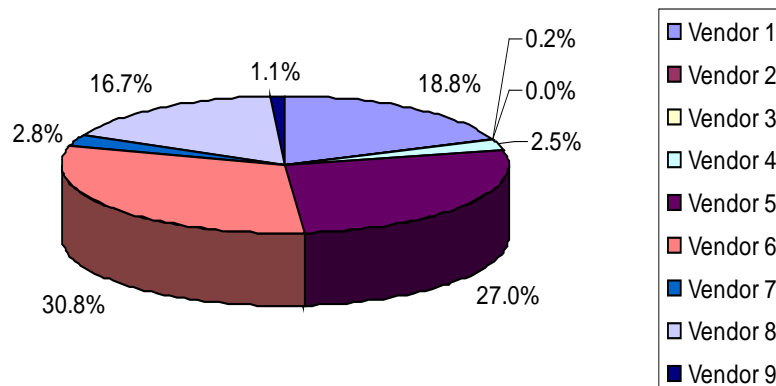
# CEOss ES Domain Business Volume



ES Spending



ES Vendors (% Revenue)



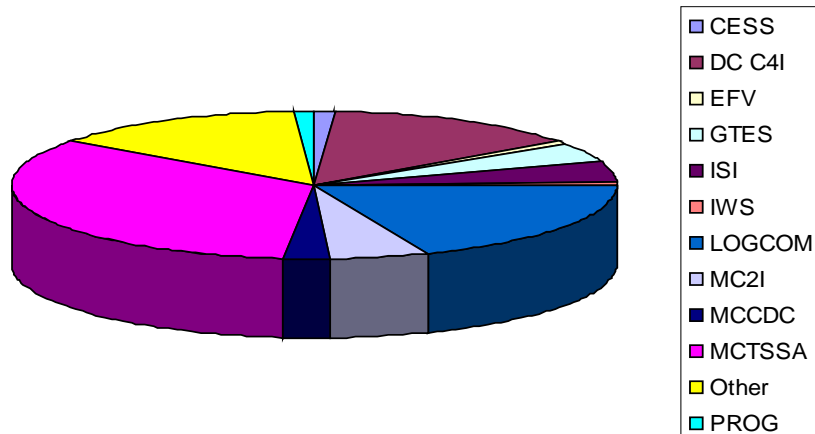
- \$91.4M Invested (YTD)
- 31 Task Orders
- 42% Avg. Bid Rate
- 87.3% Avg. Proposal Score
- 9% Avg. Discount Rate
- \$98.39 Avg. Labor Rate
- 0% Small Business (no SB primes in this domain)
- Avg. Winning Score of 91
- 4 Firms control ~92% of work within ES to date



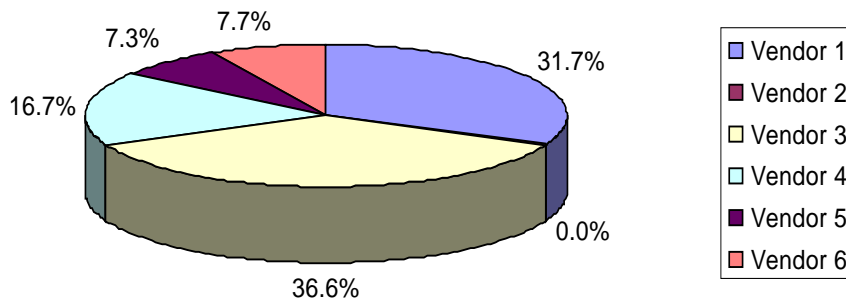
# CEOss SE Domain Business Volume



SE Spending



SE Vendors (% Revenue)



- \$33.8M Invested (YTD)
- 17 Task Orders
- 40% Avg. Bid Rate
- 88.3% Avg. Proposal Score
- 14% Avg. Discount Rate
- \$100.99 Avg. Labor Rate
- 0% Small Business (no SB primes in this domain)
- Avg. Winning Score of 98
- 3 Firms control ~85% of work within SE to date



# CEOSS Performance Metrics

## CEOSS FY10 Performance Report

FY10 Modification Order Value \$22,381,591  
 FY10 New Task Order Value \$205,520,818  
 FY10 Amount Awarded to Date: \$227,902,409  
 FY10 Cost Reduction to Date: \$13,997,155

Domain Task Orders FY10 to Date:

|          |                      |              |
|----------|----------------------|--------------|
| ALA - 28 | } <b>award value</b> | \$71,058,551 |
| BA - 6   |                      | \$9,149,332  |
| ES - 31  |                      | \$91,423,342 |
| SE - 17  |                      | \$33,889,593 |

Total TO's for FY10: 82  
 Ave. Percent of Competition: 43%  
 Ave. Days in Queue: 19

FY10 Vendor Performance Score Avg: 86.5%

|             |                                 |
|-------------|---------------------------------|
| ALA - 85.6% | } <b>award / renewal scores</b> |
| BA - 84.7%  |                                 |
| ES - 87.3%  |                                 |
| SE - 88.3%  |                                 |

FY10 Wtd. Ave. Hourly Rate: \$98.28

|               |                    |       |
|---------------|--------------------|-------|
| ALA - \$94.29 | } <b>discounts</b> | } 10% |
| BA - \$107.55 |                    |       |
| ES - \$99.44  |                    |       |
| SE - \$100.99 |                    |       |

FY10 SB Prime Award Volume: \$3,548,258  
 Ave. CEOss Cost per Task: \$1,682  
 Total Staff Hours per Task Order: 32.6

## Customer Information to Date

| Office  | Invest               | Reduction     | FY10 TO's |
|---------|----------------------|---------------|-----------|
| AFSS    | \$2,689,519          | \$0           | 1         |
| JPEO CB | \$0                  | \$0           | 0         |
| MC2I    | \$47,107,553         | \$3,184,100   | 17        |
| CESS    | \$12,525,781         | \$840,570     | 4         |
| GTES    | \$31,331,804         | \$365,904     | 9         |
| ISI     | \$20,214,939         | \$1,151,253   | 6         |
| IWS     | \$4,824,924          | \$560,067     | 2         |
| CINS    | \$13,543,331         | \$472,284     | 6         |
| MCTSSA  | \$11,336,210         | \$3,663,790   | 1         |
| Other   | \$14,483,367         | \$850,323     | 17        |
| PROG    | \$1,573,020          | \$3,307,465   | 4         |
| DC C41  | \$4,646,628          | (\$646,628)   | 1         |
| TRASYS  | \$20,361,591         | (\$2,112,322) | 3         |
| MCCDC   | \$1,393,483          | \$753,785     | 2         |
| OFS     | \$2,012,582          | \$0           | 1         |
| SCMC    | \$234,403            | \$0           | 1         |
| EFV     | \$5,968,621          | \$650,993     | 2         |
| AMMO    | \$2,539,910          | \$305         | 2         |
| LOGCOM  | \$6,445,915          | \$949,638     | 1         |
| LCL     | \$1,905,008          | \$0           | 1         |
| MCU     | \$0                  | \$0           | 0         |
| GCSS    | \$382,229            | \$5,628       | 1         |
| LAV     | \$0                  | \$0           | 0         |
|         | <b>\$205,520,818</b> |               | <b>82</b> |

## CEOSS Operations / Efficiencies

- ✓ 1170 Task Orders since Aug 2002
- ✓ Ave 19 days in Queue (Internal)
- ✓ Ave <1% Cost Reduction (Financial)
- ✓ Ave <1% Interest Penalties (Financial)
- ✓ Ave >95% Award Term Renewals (Customer)
- ✓ Ave 100% eP<sup>2</sup> System A<sub>o</sub> (Internal)



# Work Forecast - ALA



| TO | Vendor | Title   | Domain | Org    | Start      | End        | Award      | Award Value    |
|----|--------|---|--------|--------|------------|------------|------------|----------------|
| 74 | MKI    | Renewal: Renewal: Renewal: PM TRASYS Annual S | ALA    | TRASYS | 6/9/2009   | 6/8/2010   | 5/26/2009  | \$6,525,163.00 |
| 10 | TCG    | Renewal: Renewal: PM Infantry Rifle Squad Dis | ALA    | IWS    | 8/13/2009  | 8/12/2010  | 8/5/2009   | \$1,399,970.00 |
| 45 | INS    | Renewal: Renewal: ERDT Support                | ALA    | OA     | 9/24/2009  | 9/23/2010  | 8/27/2009  | \$4,582,664.00 |
| 11 | TCG    | Renewal: Renewal: G-BOSS Program Support      | ALA    | CINS   | 9/26/2009  | 9/25/2010  | 9/19/2009  | \$4,475,114.00 |
| 49 | INS    | Renewal: Renewal: Response Cell Support       | ALA    | OA     | 12/17/2009 | 12/16/2010 | 11/20/2009 | \$739,782.00   |
| 89 | EG&G   | Renewal: Renewal: Ammo Quality Control and Co | ALA    | AMMO   | 12/24/2009 | 12/23/2010 | 12/14/2009 | \$1,309,910.00 |
| 52 | INS    | Renewal: Renewal: HQ I&L Logistics Modernizat | ALA    | OA     | 1/10/2010  | 1/9/2011   | 1/8/2010   | \$2,817,473.00 |
| 9  | EDO    | Renewal: Renewal: EBA Management Support      | ALA    | PROG   | 2/25/2010  | 2/24/2011  | 2/22/2010  | \$168,230.00   |
| 95 | L3     | Renewal: Renewal: Albany On-Site Log & Liaiso | ALA    | MC2I   | 3/15/2010  | 3/14/2011  | 3/4/2010   | \$769,350.00   |
| 98 | L3     | Renewal: Renewal: MC2S Logistics Annual Suppo | ALA    | MC2I   | 3/17/2010  | 3/16/2011  | 3/15/2010  | \$2,550,599.00 |





# Work Forecast - ES

| TO  | Vendor | Title   | Domain | Org  | Start      | End        | Award      | Award Value    |
|-----|--------|---|--------|------|------------|------------|------------|----------------|
| 111 | TASC   | <a href="#">Renewal: Renewal: Combat Operations Center An</a> | ES     | MC2I | 10/24/2009 | 4/23/2010  | 10/26/2009 | \$2,209,331.00 |
| 106 | TASC   | <a href="#">Renewal: Renewal: TEAT Program Support</a>        | ES     | ISI  | 5/20/2009  | 5/19/2010  | 4/8/2009   | \$3,294,348.00 |
| 5   | SGS    | <a href="#">Renewal: Renewal: IUID Program Support</a>        | ES     | OA   | 8/16/2009  | 8/15/2010  | 8/14/2009  | \$299,714.00   |
| 27  | DCS    | <a href="#">Renewal: Renewal: IWS Optics and NLW Engineer</a> | ES     | IWS  | 9/4/2009   | 9/3/2010   | 9/3/2009   | \$4,517,367.00 |
| 61  | OSEC   | <a href="#">Renewal: Renewal: Common Aviation Command and</a> | ES     | MC2I | 11/17/2009 | 11/16/2010 | 11/13/2009 | \$4,181,078.00 |
| 22  | SAIC   | <a href="#">Renewal: Renewal: JLTV Program Support</a>        | ES     | GTES | 1/5/2010   | 1/4/2011   | 12/11/2009 | \$2,604,123.00 |
| 62  | OSEC   | <a href="#">Renewal: Renewal: Training, Testing and Field</a> | ES     | MC2I | 1/7/2010   | 1/6/2011   | 11/19/2009 | \$1,680,271.00 |
| 29  | DCS    | <a href="#">Renewal: Renewal: Theater Medical Information</a> | ES     | ISI  | 2/23/2010  | 2/22/2011  | 2/22/2010  | \$952,479.00   |
| 44  | GDIT   | <a href="#">Renewal: Renewal: Battlespace Management Team</a> | ES     | MC2I | 3/1/2010   | 2/28/2011  | 1/14/2010  | \$654,524.00   |
| 67  | OSEC   | <a href="#">Renewal: Renewal: Tactical Tier I/II UAS Tech</a> | ES     | MC2I | 3/18/2010  | 3/17/2011  | 3/16/2010  | \$1,253,000.00 |
| 30  | DCS    | <a href="#">Renewal: Renewal: Reliability Centered Mainte</a> | ES     | OA   | 3/29/2010  | 3/28/2011  | 3/12/2010  | \$870,000.00   |



# Work Forecast - SE

| TO | Vendor  | Title   | Domain | Org          | Start     | End       | Award     | Award Value    |
|----|---------|---|--------|--------------|-----------|-----------|-----------|----------------|
| 52 | UNITECH | <a href="#">Renewal: Renewal: Paperless Acquisition Initi</a> | SE     | ISI          | 11/3/2009 | 3/17/2010 | 11/2/2009 | \$1,040,119.00 |
| 70 | CSC     | <a href="#">Renewal: Renewal: SCI/ISR COMMSYS</a>             | SE     | MCCD<br>C    | 8/23/2009 | 8/22/2010 | 7/29/2009 | \$919,999.00   |
| 49 | UNITECH | <a href="#">Renewal: Renewal: Training Range Facility Man</a> | SE     | OA           | 8/31/2009 | 8/30/2010 | 8/24/2009 | \$3,436,983.00 |
| 72 | CSC     | <a href="#">Renewal: Renewal: SWAN Support</a>                | SE     | CINS         | 9/5/2009  | 9/4/2010  | 8/25/2009 | \$3,414,577.00 |
| 73 | CSC     | <a href="#">Renewal: Renewal: Biometric Automated Toolkit</a> | SE     | CINS         | 9/14/2009 | 9/13/2010 | 9/1/2009  | \$4,360,553.57 |
| 31 | EMA     | <a href="#">Renewal: Renewal: MCSC Safety Support</a>         | SE     | DC,C4I/<br>I | 2/9/2010  | 2/8/2011  | 2/4/2010  | \$4,646,628.00 |
| 12 | TSC     | <a href="#">Renewal: Renewal: PM AAA Enterprise Arch and</a>  | SE     | OA           | 2/18/2010 | 2/17/2011 | 2/17/2010 | \$1,555,135.00 |



# Work Forecast - BA

| TO | Vendor | Title   | Domain | Org       | Start      | End        | Award      | Award Value    |
|----|--------|---|--------|-----------|------------|------------|------------|----------------|
| 87 | BAH    | <a href="#">Renewal: Renewal: Contracting Business Operat</a> | BA     | OA        | 8/21/2009  | 8/20/2010  | 8/20/2009  | \$650,000.00   |
| 91 | BAH    | <a href="#">Renewal: Renewal: CAC2S LCCE</a>                  | BA     | MC2I      | 9/19/2009  | 9/18/2010  | 9/16/2009  | \$454,479.36   |
| 25 | Kalman | <a href="#">Renewal: Renewal: CBRN Support</a>                | BA     | MCC<br>DC | 12/17/2009 | 12/16/2010 | 12/15/2009 | \$1,295,780.00 |



# How to Become a Part of CEOss



# Considerations

- **Prime Vendor Role**

- Can You Do It?
  - Manage a Team
  - Meet CEOss Cycle Times
  - Meet Competition Levels
  - React to / Resolve Problems below ACSS
- Competitive Schedule
- Competitive Pricing for the Domain
- Understand the Command
- Understand your Competition

- **Team Member / Partner**

- What Can you Offer?
  - Niche / Broad Capabilities
  - Competitive Pricing
  - Key Skills / Qualifications
  - Responsiveness
- Market Position
- Command Presence
- Build Familiarity with Command and customer base
- Allow time to understand process and build relationships



# Team Member/Subcontractor

- Certain Small Business Types may be added to CEOss Teams anytime:
  - SDVOSB
  - HubZone
  - VOSB
- All other business types may only be added during Open Season



# How to Get Connected

- ACSS facilitates connecting CEOss prime vendors with companies interested in teaming
  - Provide the following information to [acss@usmc.mil](mailto:acss@usmc.mil):
    - Domain(s) of interest
    - Company POC (phone/email)
    - Corporate Overview (1-2 pages)
- Independent Contact
  - See ACSS Website for listing of Prime Vendors and their CEOss websites/POCs
  - Participate in important networking events:
    - APBI
    - CEOss New Vendor Workshop
    - Small Business Fairs



# Prime Vendors

- Domain Openings this year:
  - SE (all business sizes)
  - SE (SB only)
  - ES (all business sizes)
- Must have qualifying GSA schedule for domain
- Must compete for BPA for eligible domain openings during Open Season
- Business Considerations
  - Skill sets relative to domain
  - Future work forecasts
  - Value/Volume of work; potential revenue
  - Market structure; ability to compete
  - Potential loss of existing work based on teaming restrictions





# Open Season Process

## Existing Vendors

- Letter of Intent
  - 2 Pages
  - Team Composition Changes
  - Rationale for new team composition
  - Ability to meet prescribed competition thresholds
  - Discounting Policy
- Revised Proposal
- GSA Schedule Rates (September 2009-2011)
- Bilateral update of BPA



# Open Season Process

## New Vendors

- Federal Business Opportunities Request for Information (RFI)
  - Capabilities Statement
    - 5 pages
    - Domain of Prime Interest
    - Business Size
    - Team Composition
    - Corporate/Team Capabilities in relation to domain functional areas
    - Business/Management Strategy
    - Relevant Experience
    - Discount Policy
  - GSA Schedule
- Request for Quotation (RFQ) (provided to selected vendors)
  - Proposal
    - Combined business and technical quotation, including sample task order response and Past Performance
    - Excel Spreadsheet of labor rates for Prime and all team members
  - Competitive award of BPA; best value



# Top 10 Tips for Success

1. Be a CEOss subcontractor first
2. Determine Primary Domain of interest
3. Consider Team Size and Composition
4. Join Interested Vendors List
5. Visit ACSS website
6. Discuss with Existing CEOss Prime Vendors
7. Attend Open Season Events
8. Read the CEOss Handbook
9. Become familiar with MARCORSYSCOM
10. Sell yourself in the 5 Page Capabilities Statement

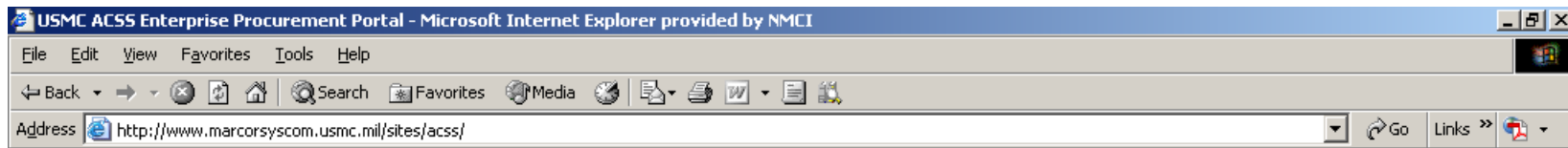


# 2011 Open Season Schedule

| Action                             | New Vendors | Existing Vendors |
|------------------------------------|-------------|------------------|
| FEDBIZOPS Announcement             | 12-April-10 |                  |
| Letters of Intent Due              |             | 28-April-10      |
| Open Season Workshop               | 3-May-10    |                  |
| 5 Page Capabilities Statements Due | 11-May-10   |                  |
| Issue RFQ to selected Vendors      | 8-Jun-10    |                  |
| ALA Proposals Due                  |             | 22-Jun-10        |
| SE Proposals Due                   |             | 29-Jun-10        |
| ES Proposals Due                   |             | 7-Jul-10         |
| BA Proposals Due                   |             | 14-Jul-10        |
| New Vendor Proposals Due           | 9-Jul-10    |                  |
| BPA Modifications executed         |             | 1-Sep-10         |
| New BPAs Awarded                   | 1-Sep-10    |                  |
| New Vendor Orientation             | 15-Sep-10   |                  |
| FY11 Season Begins                 | 1-Oct-10    |                  |



# ACSS Web Site



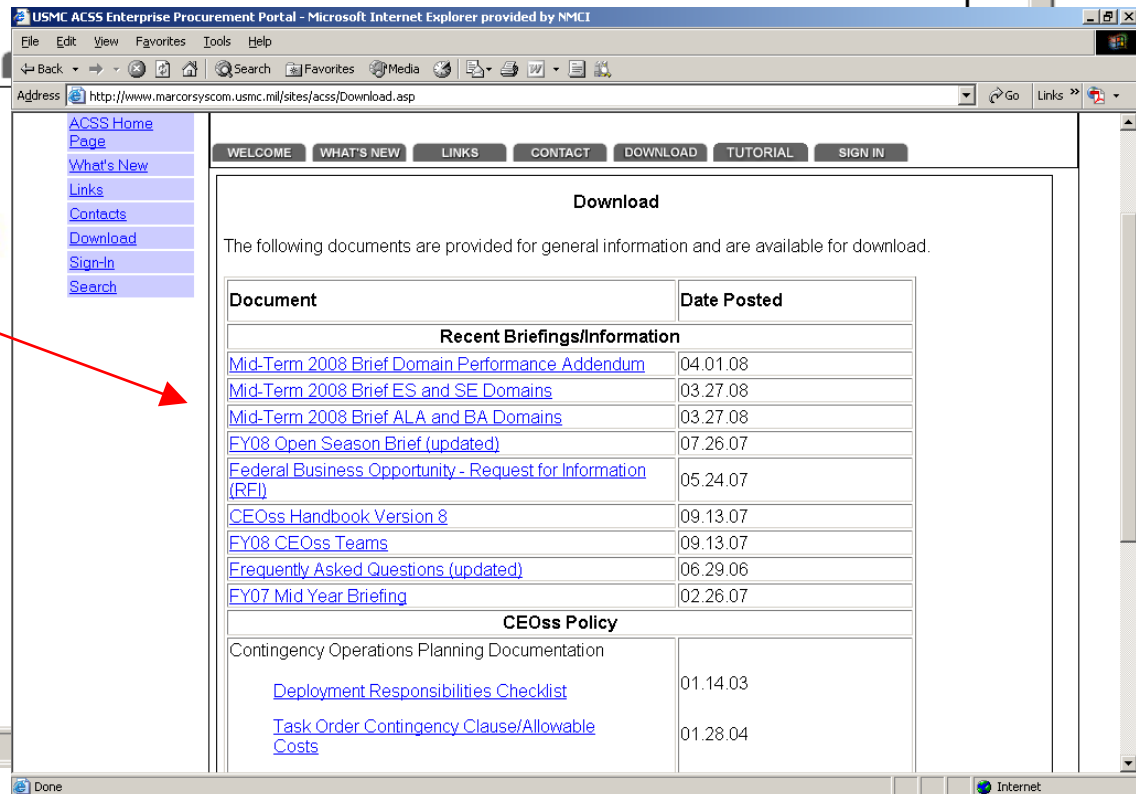
[Link to Marine Forces Pacific](#)

[Recruiting](#) | [HQMC](#) | [Units](#) | [Career](#) | [MarineOnLine](#) | [Marine 4 Life](#) | [News](#) | [Family](#) | [Publications](#) | [Locator](#) | [Links](#)



## Acquisition Center for Support Services

[ACSS Home Page](#)  
[What's New](#)  
[Links](#)  
[Contacts](#)  
[Download](#)  
[Sign-In](#)  
[Search](#)





Questions?



MARINE CORPS SYSTEMS COMMAND  
UNITED STATES MARINE CORPS

## CT - Who are they?

### **Mission Statement:**

*“To contribute to the warfighting mission of the United States Marine Corps by providing quality, timely, cost-effective and value-added procurement solutions to our Marine Corps customers; all while being diligent and faithful stewards of the taxpayers dollars and trust.”*

### **Core Values:**

*Ethical Contracting  
Customer Responsiveness  
Smart Business Decisions  
Quality End Products*

### **Motto:**

*CT02 – Doing things RIGHT...doing RIGHT things!*



MARINE CORPS SYSTEMS COMMAND  
UNITED STATES MARINE CORPS

## CT Assigned Responsibilities

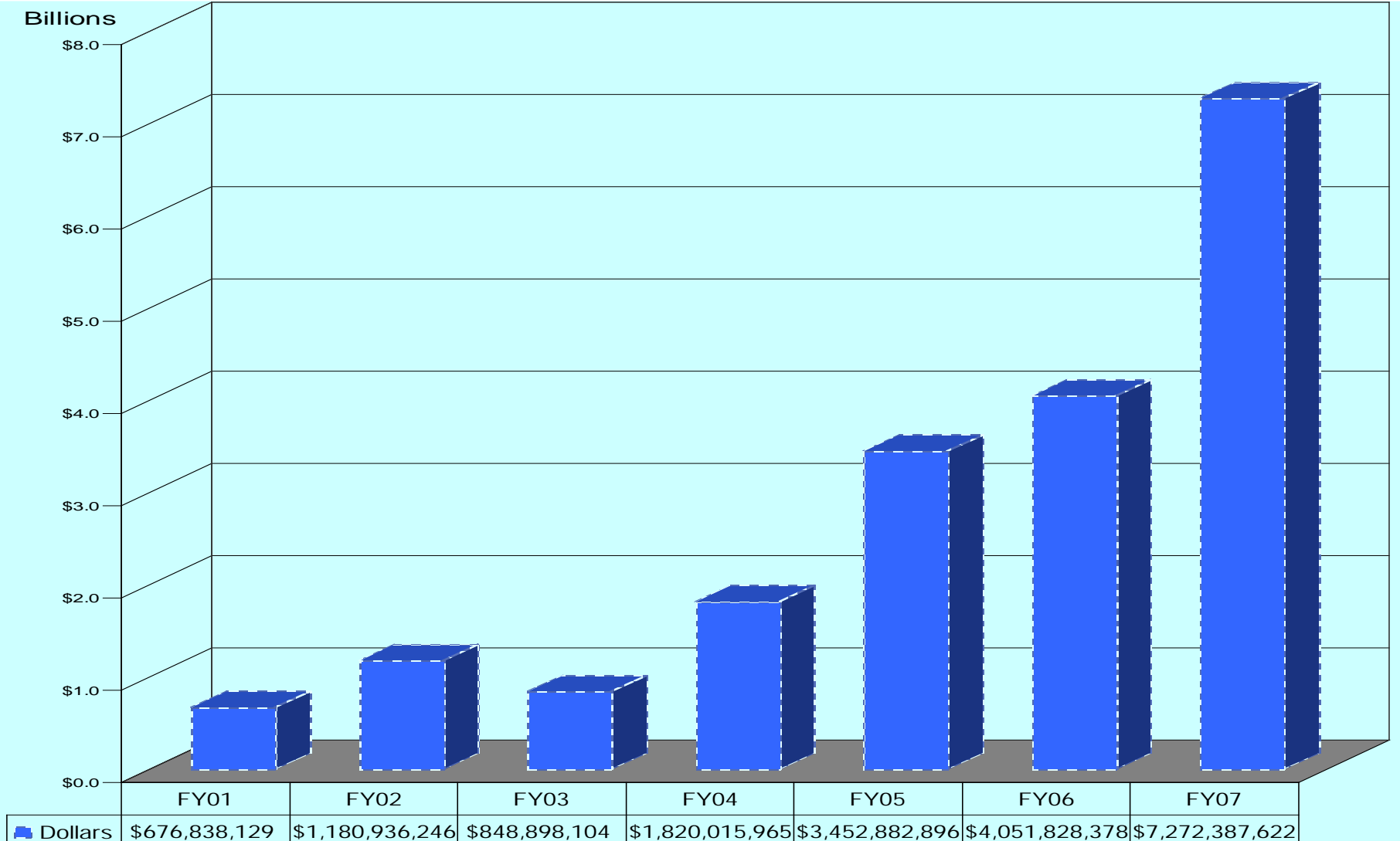
- CT Provides Direct PG/PM Contract Support for:
  - 8 Product Groups
  - 1 PEO (LS)
  - 4 Standalone PMs
  - 4 USMC Acquisition-related Activities (JNLWD, MCTSSA MCOTEA & MCWL)
  - Int'l Programs & Foreign Military Sales (FMS)
  - Command Support and R&D Contracts Support
  - Overall MCSC Contracting Subject Matter Expertise for internal & external USMC, DoN and DoD customers
  - Ongoing command strategic and organizational initiatives
  - **THIS EQUALS = The contractual execution of over 220 ACAT I thru IV Command programs to include over 50+ "Joint Programs" as well as support for over 175 non-ACAT acquisition programs, systems and projects.**





MARINE CORPS SYSTEMS COMMAND  
UNITED STATES MARINE CORPS

# “CT Workload in Dollars”





MARINE CORPS SYSTEMS COMMAND  
UNITED STATES MARINE CORPS

# “CT Workload in Actions”

Thousands

8.0

7.0

6.0

5.0

4.0

3.0

2.0

1.0

0.0

FY01

FY02

FY03

FY04

FY05

FY06

FY07

■ Actions

884

1,232

1638

2722

6,440

4,423

7,497



**MARINE CORPS SYSTEMS COMMAND**  
**UNITED STATES MARINE CORPS**

# **Doing Business With The Marine Corps System Command (MARCORSYSCOM)**

## **2010 APBI Conference**



## MCSC Contracts (CT)

### **Mission Statement:**

*“To contribute to the warfighting mission of the United States Marine Corps by providing quality, timely, cost-effective and value-added procurement solutions to our Marine Corps customers; all while being diligent and faithful stewards of the taxpayers dollars and trust.”*

### **Core Values:**

*Ethical Contracting  
Customer Responsiveness  
Smart Business Decisions  
Quality End Products*

### **Motto:**

*CT02 – Doing things RIGHT...doing RIGHT things!*



## WHO DO WE SUPPORT?

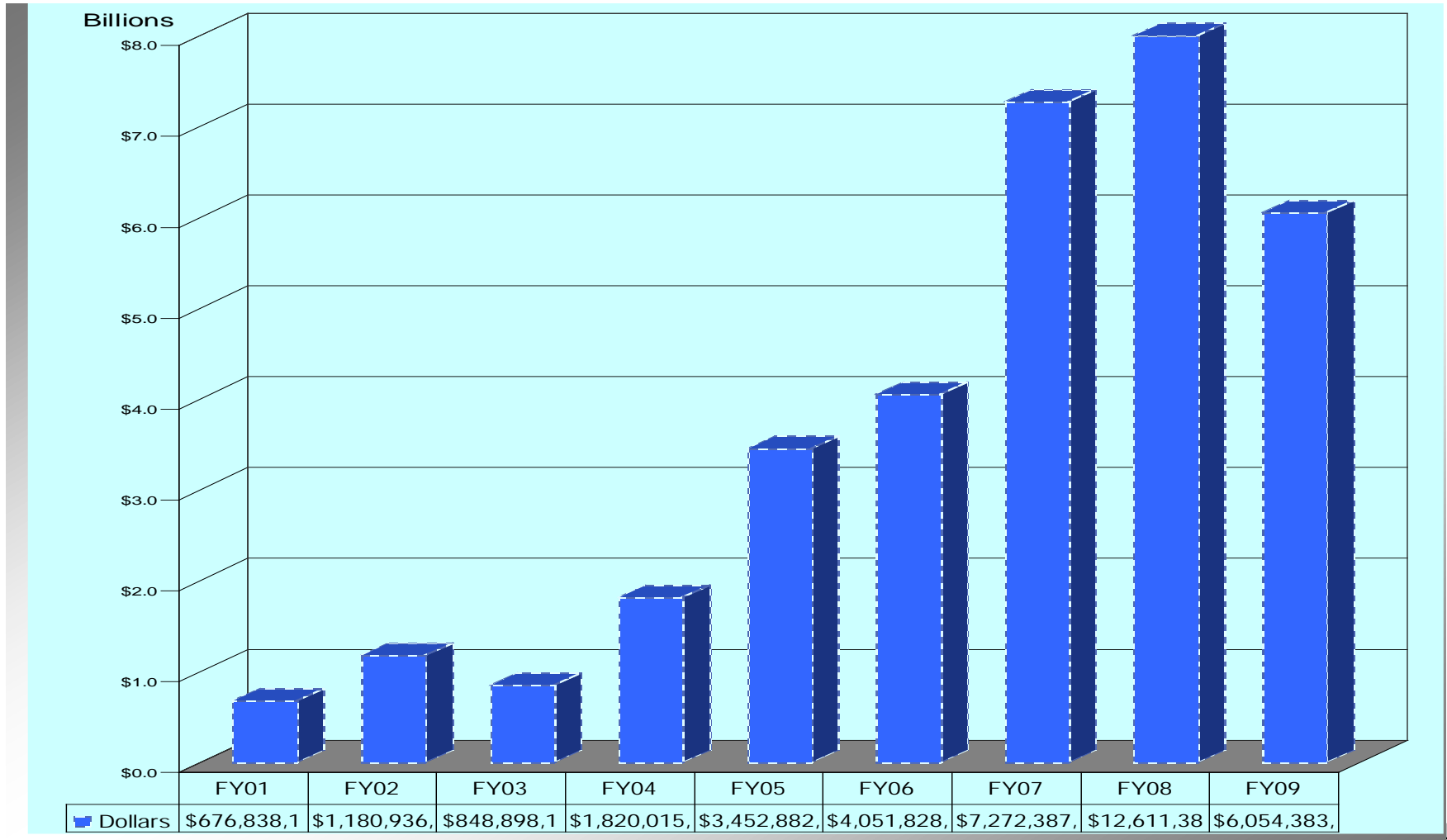
- CT Provides Contract Support for:
  - 8 Product Groups
  - 1 PEO (LS)
  - 4 Standalone PMs
  - 4 USMC Acquisition-related Activities (JNLWD, MCTSSA MCOTEA & MCWL)
  - Int'l Programs & Foreign Military Sales (FMS)
  - Command Support and R&D Contracts Support
  - Overall MCSC Contracting Subject Matter Expertise for internal & external USMC, DoN and DoD customers
  - Ongoing command strategic and organizational initiatives
  - **THIS EQUALS = The contractual execution of over 220 ACAT I thru IV Command programs to include over 50+ "Joint Programs" as well as support for over 175 non-ACAT acquisition programs, systems and projects.**



# MARINE CORPS SYSTEMS COMMAND

## UNITED STATES MARINE CORPS

### “CT Workload in Dollars”





# FY-2010 CONTRACT DOLLARS

- Year to date contract obligations - FY 2010
  - \$4,086,110,219



## PEO-LS

# Contracting Opportunities

- Procured \$226M - Automobile Manufacturing  
NAICS: 333611 for Trucks and Truck Tractor  
Manufacturing Product Code 2320
- Procured \$244M - Military Armored Vehicle,  
Tank, and Tank Component Manufacturing  
NAICS: 336992 for Combat Assault and  
R&D-Tank
- Total Obligated FY10 to date: \$604 Million+





## PG-9

### Contracting Opportunities

- Procured \$223M- Engineering Services  
NAICS code: 541330 Product Code: R425
- Procured \$188M- Administrative  
Management and Consulting Services  
NAICS code: 541611 Product Code: R408  
Program Management and Support Services
- Total Obligated FY10 to date: Over \$485  
Million+



## **PG-10**

### **Contracting Opportunities**

- Computer Manufacturing
- NAICS Codes: 33411 Electronic Computer Manufacturing, 423430 Computer and Peripheral Equipment, 541519 Other Computer Related Services
- Primarily looking for ADP Components
- Over 45% obligated to Small Businesses
- Total Obligated FY10 to date : Over \$431 Million+



## PG-11

### Contracting Opportunities

- Primarily looking for NAICS codes: 334511 Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing, 334119 Other Computer Peripheral Equipment
- Product Codes: R425 Engineering Services, AC65 R&D Electronics and Communication Equipment
- Total Obligated FY10 to date: over \$236 Million+



## PG-12

### Contracting Opportunities

- Obligated contract actions for Radios, Printed Circuit Assemblies, Telephone Apparatus, Electronic Counter-Measure Equipment, and Other Professional Services
- Almost 30% of action obligations were to Small Business
- Total Obligated FY10 to date: \$220 Million+



## PG-13

### Contracting Opportunities

- \$116 Million obligated to Small Business
- Obligated \$139M for Ammunition (other than small arms) NAICS code 332993
- Primary focus on Small Arms, Optical Equipment, Machine Shops and Operational Weapons
- Total Obligated FY10 to date: Over \$375 Million+



## PG-14

### Contracting Opportunities

- 34% of action obligations were for Testing Laboratories NAICS 541380, Product code H225 Equipment Testing SVCS/Vehicular Equipment
- 56% of action obligations were for Ammunition NAICS 332993
- Total Obligated FY10 to date: \$132 Million+



## PG-15

### Contracting Opportunities

- Over 220 contract action obligations for Military Armored Vehicle, Tank, and Tank Component Manufacturing NAICS 336992
- Also looking for Engineer Services, Photographic Equipment, Pump and Pump Equipment, Air-Conditioning, Other Plastics Product Manufacturing
- Total Obligated FY10 to date: \$2.2 Billion+



## PG-16

### Contracting Opportunities

- \$110M in Special Purpose Clothing Product code 8415 and Footwear 8430
- \$30M in Tents and Tarps Product Code 8340
- Obligated over \$255M in Personal Armor Product Code 8470
- Over \$46M in Men's Outwear 8405
- Total Obligated FY10 to date: \$500 Million+





## PM TRASYS

### Contracting Opportunities

- Over \$112M for Training Aids Product Code 6910
- Over \$93M for Facilities Support Services NAICS code 561210
- Over \$40M in Fabricated Structural Manufacturing NAICS code 332312
- Over \$31M in Operational Training Devices Product Code 6930
- Total Obligated FY10 to date: \$403 Million+



# **MRAP**

## **Contracting Opportunities**

- Over 99% obligations for Military Armored Vehicle, Tank, and Tank Component Manufacturing NAICS 336992, Combat Assault and Tactical Vehicle Product Code 2350
- Total Obligated FY10 to date: \$700 Million+



# Low Hanging Fruit

## Small Business

- There are many opportunities available for 8(a) small businesses
- FY 09 8(a) \$'s = \$295,067,435.08
- SBIRs - \$17.6M in FY09
- SBIRs - \$18.2M projected for FY10

## ACSS/CEOss

- Approximately 84% of obligating actions are for Program Management and Support Services
- Task Orders are issued to GSA schedule holders in the CEOss program
- Total Obligated FY 09: \$43M+



## Low Hanging Fruit (cont)

### Micro Purchases

- FY 09 - \$3.2M in Purchase Card Transactions – Non-competitive actions!
- Top five purchase card users:
  - ✓ Workforce Management Services Training \$974,438.74
  - ✓ Infantry Weapon Systems \$159,375.47
  - ✓ CIO \$156,436.91
  - ✓ AC F&S \$148,228.62
  - ✓ Program Manager Training Systems \$87,165.70



# **Small Business Innovation Research (SBIR)**

The SBIR PM solicits Topics three times a year.

Current Active SBIR's:

Product Groups

Currently have 36 Active SBIRs

PEO Land Systems

Currently have 12 Active SBIRs

Independent PMs

Currently have 2 Active SBIRs



# MCSC SBIR Program

- Marine Corps System Command's position on Topic and funding allocation
  - SBIR is a Marine Corps asset
  - All PGs and PEO have equal opportunity to submit Topics for consideration – PEO has never been denied a topic request by USMC SBIR PM
  - Funding is allocated on an as needed basis to support the Command's priorities and is controlled by the MCSC SBIR PM
  - No POM process – each FY allotment isn't known until it arrives – 1<sup>st</sup> increment Nov-Jan, 2<sup>nd</sup> Feb-Apr



## MCSC SBIR Program (cont)

- Outreach, Collaboration and Support
  - Army SBIR
  - PEO Soldier
  - SOCOM
  - MCWL
  - Navy -- NAVFAC ESC, Port Hueneme
- Commercialization Pilot Programs
  - Portable Fuel Analyzer
  - Non-woven FR Materials
  - Automatic Test Equipment
  - Night Vision Fusion
- Significant efforts
  - Sensing through Walls
  - Pre-Shot Sniper Detection
  - Tritium Replacement for Weapons Sights
  - Energy Conservation



# How Do We Publicize Our Actions?

## NECO

- Single point of entry for all MARCORSYSCOM open market competitive solicitations
- NECO automatically uploads to FEDBIZOPS  
<https://NECO.navy.mil>

## GSA E-Buy

- Used for commercial items IAW FAR Part 8
- RFQs are posted to  
<https://gsaebuy.gov>





# GET PREPARED

- **Identify your product or service**
  - Know your Federal Supply Classification (FSC) code.
  - Many government product/service listings and future procurements are broken down by FSC or North American Industry
  - Classification System (NAICS) code.
- **Obtain a DUNS Number**  
<http://fedgov.dnb.com/webform/displayHomePage.do>
- **Register in the CCR System**  
[www.ccr.gov/](http://www.ccr.gov/)
- **Obtain a CAGE Code**  
[www.dlis.dla.mil/cage\\_welcome.asp](http://www.dlis.dla.mil/cage_welcome.asp).
- **Obtain a NAICS Standards Code**  
<http://www.census.gov/epcd/www/naics.html>
- **Obtain an EIN**  
<http://www.irs.gov/businesses/small/article/0,,id=102767,00.html>



## Know the Rules of the Road

- Federal Acquisition Regulations (FAR)  
<http://www.arnet.gov/far>
- Defense Federal Acquisition Regulation Supplement (DFARS)  
<http://www.acq.osd.mil/dpap/dars/index.htm>
- Navy Marine Corps Acquisition Regulation Supplement (NMCARS)  
[http://acquisition.navy.mil/policy\\_and\\_guidance/nmcars](http://acquisition.navy.mil/policy_and_guidance/nmcars)



# DO YOUR MARKET RESEARCH

- FPDS-NG
- NECO



## What is FPDS?

- An automated system used to collect and report on federal procurement spending:
  - Data is submitted via a contract writing system (CWS) or directly into FPDS using direct web input
  - Standard and ad hoc reports are available to be run by individuals
- The single authoritative repository for federal procurement award data  
<http://fpds.gov>



## Who Uses FPDS ?

- **Designed for Use by:**
  - Programming and Procurement Analysts
  - Contracting Officers
  - Senior Procurement Executives
  - Congress, state, and local governments
  - System Administrators
  - Media, research groups, marketing groups, students, and commercial businesses
  - All other interested public parties





# What Data Does FPDS Contain?

- **Contract Data in General Categories**
  - **Dates**
    - Date Signed
    - Date Effective
    - Last Date to Order
    - Completion Date
  - **Amounts**
    - Action Obligation
    - Base and Exercised Options Value
    - Base and All options Value
  - **Purchaser Information**
    - Contracting Office Information
  - **Contractor Information**
    - CCR information
    - Contractor Name
    - DUNS
    - Socio/Economic Data
- **Contract data (no CLIN information.)**
  - Type of Contract
  - NIA
- **Legislative Mandates**
  - Walsh Healey Act
  - Davis Bacon Act
- **Service/Commodity Information**
  - Service Code
  - NAICS Code
- **Competition Information**
  - Extent Competed
  - Set Asides
  - Sole Source
- **Preference Programs**
  - CO's Business Size Selection
  - Reasons Not Awarded
  - Set Asides



## Getting Started with NECO

- You will need a PC with a modem and Internet Service
- Register with NECO at <https://neco.navy.mil>
- Complete the daily e-mail customization option
- Contact the NECO Help Desk at 1-800-503-6326 with questions or technical support issues



## NECO Capabilities

- Provides Vendors access to all Procurement Opportunities, receipt of new postings pushed daily based on customized Vendor registration
- Vendors have the ability to Submit a Bid electronically via EDI or the NECO website for secure delivery to the Buyer, this at no cost to the Vendor





# HOW TO MARKET TO US

- Identify the appropriate PG that is acquiring your product or service
- Send the appropriate Program Manager and Contracting Officer your Capability Brief
- Attend Industry Days – Check NECO
- Attend Expos/Conferences/Marine Day
- Submit responses to RFI's
- Have an innovation idea? Submit An Unsolicited Proposal
- Be persistent



## Unsolicited Proposals

- Make sure your unsolicited proposal offers a unique and innovative methods or approaches and that offer significant technological promise toward the accomplishment of our mission.
- A valid unsolicited proposal must be independently originated and developed, prepared without Government supervision, and provides sufficient detail for Government review, but must not be an advance proposal for a known agency requirement.
- Submission of an unsolicited proposal does not in any way guarantee a contract award.

### **SUBMIT TO:**

**Marine Corps Systems Command, 2203 Sherwood Ave,  
Attn: Contracts, Business Operations 02B, Quantico, VA  
22134.**



## Subcontracting

- Many subcontracting opportunities
  - Check NECO for contract awards
  - Check RFPs for subcontracting plan requirements
  - Consider Joint Ventures and Teaming Arrangements with Large Contractors and 8(a) or ANC firms
  - There are benefits for Large Businesses to subcontract with SB, SDVOB, HubZone Businesses, etc.



MARINE CORPS SYSTEMS COMMAND  
UNITED STATES MARINE CORPS



## For Additional Information...

Beverly Hobbs, Career Manager

[Beverly.hobbs@usmc.mil](mailto:Beverly.hobbs@usmc.mil)

Mohammed Haque, Contract Specialist

[Mohammed.n.haque@usmc.mil](mailto:Mohammed.n.haque@usmc.mil)

Tiffany Parker, Contract Specialist

[Tiffany.parker@usmc.mil](mailto:Tiffany.parker@usmc.mil)



# **Doing Business with the U.S. Marine Corps**

*Quick Reference*

15 July 2008

# Doing Business with the U.S. Marine Corps

## Quick Reference

### Step 1: Identify your product or service

It is helpful to know your Federal Supply Classification (FSC) code. <http://www.dlis.dla.mil/h2>

Many government product/service listings and future procurements are broken down by FSC or North American Industry Classification System (NAICS) code. <http://www.census.gov/epcd/www/naics.html>

### Step 2:

**A. Obtain a DUNS Number**

**B. Register in the CCR System**

**C. Obtain a CAGE Code**

**D. Obtain a NAICS Standards Code**

**E. Obtain an EIN**

#### **Data Universal Numbering System (DUNS) Number**

Call the government dedicated, DUNS number self-request line at 866-705-5711 or complete your request from the Dun & Bradstreet website. <http://fedgov.dnb.com/webform/displayHomePage.do>

#### **CENTRAL CONTRACTOR REGISTRATION (CCR) SYSTEM**

In order to do business with the Marine Corps, you must first be registered in the Central Contractor Registration (CCR) System. [www.ccr.gov/](http://www.ccr.gov/)

#### **Contractor and Government Entity (CAGE) Code**

Upon registration in the CCR, your company will be assigned a CAGE Code. Once your registration is active you may view your CAGE Code on the web by searching the active registrations at [www.dlis.dla.mil/cage\\_welcome.asp](http://www.dlis.dla.mil/cage_welcome.asp).

**North American Industry Classification System (NAICS) Standards Code** – NAICS codes classify the type of products or services your firm is capable of offering. <http://www.census.gov/epcd/www/naics.html>

**Employer Identification Number (EIN)** – An Employer Identification Number (EIN) is also known as a Federal Tax Identification Number, and is used to identify a business entity. <http://www.irs.gov/businesses/small/article/0,,id=102767,00.html>

### Step 3: Familiarize yourself with Federal, DoD, Navy and Marine Corps contracting procedures

Federal Acquisition Regulations (FAR) <http://www.arnet.gov/far>

Defense Federal Acquisition Regulation Supplement (DFARS) <http://www.acq.osd.mil/dpap/dars/index.htm>

Navy Marine Corps Acquisition Regulation Supplement (NMCARS) [http://acquisition.navy.mil/policy\\_and\\_guidance/nmcars](http://acquisition.navy.mil/policy_and_guidance/nmcars)

Marine Corps Acquisition Supplement (MAPS) <http://hqinet001.hqmc.usmc.mil/i&L/v2/LB/docs/MAPS%20Dec%202004%2023%20Dec%2004%20RO.doc>

### Step 4: Identify the Marine Corps contracting activity that purchases your product or service

A list of Small Business Specialists can be found at <http://hqinet001.hqmc.usmc.mil/i%26L/v2/LK/LKDocs/USMCPOCNov07.rtf>.

# Doing Business with the U.S. Marine Corps

## Quick Reference

### Step 5: Identify current and future procurement opportunities

Federal Business Opportunities <http://www.fedbizopps.gov/>  
DoD EMALL <https://emall6.prod.dodonline.net/main/>  
The Navy Electronic Commerce Online (NECO) <http://www.neco.navy.mil/>  
SeaPort-e <http://www.seaport.navy.mil/>

### Step 6: Consider a Federal Supply Schedule (FSS) contract

Contact the General Services Administration (GSA) <http://www.gsa.gov/> for information on how to obtain a FSS contract and why you should accept the GSA Smart Pay Card <http://www.fss.gsa.gov/services/gsa-smartpay/business.cfm> when doing business with the Marine Corps.

### Step 7: Review Small Business programs

Small Business Administration <http://www.sba.gov/>  
DoD Office of Small Business Programs <http://www.acq.osd.mil/osbp/programs/index.htm>  
DoN Office of Small Business Programs <http://www.donhq.navy.mil/OSBP/>

### Step 8: Explore subcontracting opportunities

The publication *Subcontracting Opportunities DoD Prime Contractors* [http://www.acq.osd.mil/osdb/doing\\_business/subdir-205-11.pdf](http://www.acq.osd.mil/osdb/doing_business/subdir-205-11.pdf) lists all major DoD prime contractors by state and provides a point of contact (Small Business Liaison Officer) within each firm.

### Step 9: Seek additional assistance as needed

Department of the Navy Small Business Programs Office <http://www.hq.navy.mil/osbp/marketing/index.htm>  
Marine Corps Small Business Programs Office <http://hqinet001.hqmc.usmc.mil/i&L/v2/LK/Home.htm>  
Procurement Technical Assistance Centers (PTACs) <http://www.dla.mil/db/procurem.htm>  
Department of the Navy eBusiness Operations Office [http://acquisition.navy.mil/acquisition\\_one\\_source/ebusiness](http://acquisition.navy.mil/acquisition_one_source/ebusiness)  
Procurement Reference Library <http://ec.msfc.nasa.gov/msfc/procref.html>

### Step 10: Respond to inquiries from Field Contracting Offices

Once you are registered in the applicable systems, a Contracting Officer might contact you to obtain information. This is called "Market Research", which is outlined in procurement regulations. The information gained during that pre-solicitation communication is invaluable to the Contracting Officer in determining the proper path of a particular procurement. However, do not assume that because your company is contacted during "Market Research" that your company will be awarded a contract.

PLEASE NOTE: If someone representing the Marine Corps calls your company and requests delivery of a product or requests some effort expended toward a service, ASK the person on the phone whether they are a warranted Contracting Officer! Do not assume that the person has the authority to bind the government. A warranted Contracting Officer acting within the scope of his/her authority will be able to provide you a valid contract/purchase order number. If you do not receive such a number, the person on the other end of the phone may be committing an "unauthorized commitment" and there is the possibility you will not be paid for your items/service! A short tutorial developed for government personnel that provides information regarding unauthorized commitments can be found at [https://contractapps.hqi.usmc.mil/uc\\_flash/uc\\_flash.htm](https://contractapps.hqi.usmc.mil/uc_flash/uc_flash.htm).



# MARCORSYSCOM

## Unsolicited Proposals

Marine Corp Systems Command (MCSC) fosters and encourages the submission of unsolicited proposals that offer unique and innovative methods or approaches and that offer significant technological promise toward the accomplishment of our mission. A valid unsolicited proposal must be independently originated and developed, prepared without Government supervision, and provides sufficient detail for Government review, but must not be an advance proposal for a known agency requirement. Moreover, submission of an unsolicited proposal does not in any way guarantee a contract award.

### Definition

An unsolicited proposal is defined in FAR 2.101 as "a written proposal for a new or innovative idea that is submitted to an agency on the initiative of the offeror for the purpose of obtaining a contract with the government". Advertising material, commercial item offer, or contribution, as defined in FAR 15.601 shall not be considered to constitute an unsolicited proposal.

MCSC encourages any potential offeror to contact technical personnel before preparing a detailed unsolicited proposal with the purpose of understanding the mission and needs relative to the type of effort contemplated. These contacts should not be construed as any form of negotiation in contemplation of any contractual arrangement for the Marine Corps by either party and must be undertaken solely at the contractor's expense.

### SUBMIT TO:

Marine Corps Systems Command, 2203 Sherwood Ave,  
Attn: Contracts, Business Operations 02B, Quantico, VA 22134.



## **A proposal accepted for formal evaluation should, at a minimum, contain the following information:**

### **Basic information:**

- ✓ Offeror's name and address (if an organization, indicate type; e.g., profit, non-profit, educational, small business, minority, disadvantaged minority) and date of submission.
- ✓ Names and telephone numbers of the offeror's technical and business personnel. Identification and proper marking of any proprietary data in accordance with FAR 15.609.
- ✓ Names of any other federal, state, or local agencies receiving the proposal and/or funding the effort.
- ✓ Signature of responsible official authorized to contractually obligate the organization.

### **Technical information:**

- ✓ A concise title and an abstract of the proposed work.
- ✓ A reasonably complete discussion that gives as a minimum the (a) objective, (b) method of approach, (c) anticipated results, and (d) how the work will help support accomplishment of the MCSC mission.
- ✓ The names and biographical information of the key personnel who would be involved.
- ✓ The type of support, if any, the offeror requests of the Government; e.g., property or personnel resources.

### **Supporting information:**

- ✓ A cost estimate sufficiently detailed by element of cost for meaningful evaluation.
- ✓ The period of time for which the proposal is valid (a minimum of six months is suggested).
- ✓ The type of contract preferred.
- ✓ The proposed duration of effort including a description of the organization, and previous experience. Statements, if applicable, regarding cost-sharing, organizational conflicts of interests, security clearance status, environmental impacts, brief description of the organization, previous work or experience in the field of the proposed work, and facilities to be utilized for the work.

Receipt and evaluation of an unsolicited proposal does not imply a promise to pay for the preparation of the proposal nor create any other obligation on the part of the Government. Receipt of an unsolicited proposal will be acknowledged promptly. Thirty to sixty days are usually required for technical evaluation, after which time the proposer will be notified of the Government's decision to accept or reject the proposal or the requirement of the Government for additional time to make a decision.



# **MARINE CORPS SYSTEMS COMMAND**

## **PROGRAM EXECUTIVE OFFICER LAND SYSTEMS**



# **Advanced Planning Briefing to Industry**

## **5-7 April 2010**

**Brigadier General Michael M. Brogan**  
**Commander, Marine Corps Systems Command**



# ***Ensuring Competition***

- Competitive prototyping
- Dual-sourcing
- Unbundle contracts
- Fund next-generation prototype systems or subsystems
- Modular, open architectures
- Build-to-print
- Complete technical data packages
- Compete subsystems upgrades
- License suppliers



# ***Subcontract level***

- Full and fair consideration
- Government surveillance
- Assessments



# ***Organizational Conflicts of Interest (OCI)***

- MDAPs
- LSI
- Revise DFARS
- Initial Public Meeting
- Waiting for Implementation Guidance



# ESAPI Weight Reduction Targets & Control



**E-SAPI**  
**Front/Back Plate**

|    | Current Weight | 20 % Weight Reduction |
|----|----------------|-----------------------|
| XS | 3.80           | 3.04                  |
| S  | 4.75           | 3.80                  |
| M  | 5.45           | 4.36                  |
| L  | 6.25           | 5.00                  |
| XL | 7.20           | 5.76                  |

There are currently two efforts attempting to reduce the weight of current ESAPI by 20%

- SBIR Topic No. N091-005
- ONR BAA for Lightweight ESAPI



# QUESTIONS







# *USMC*

## *Programs & Resources*

*LtGen D. D. Thiessen*  
*Deputy Commandant, Programs & Resources*

*7 April 2010*

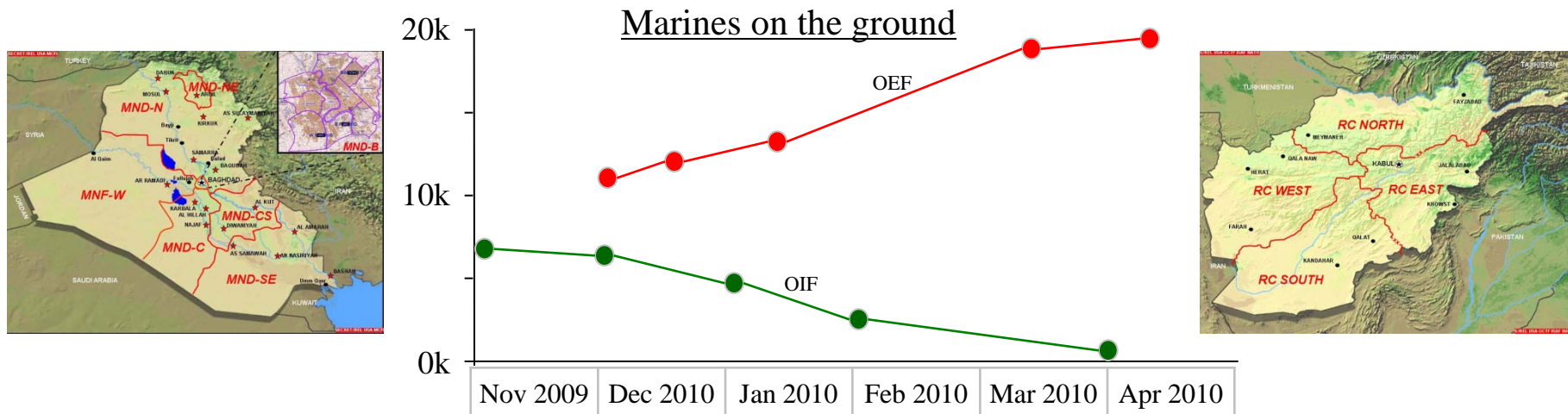
For Official Use Only





# Current Operations

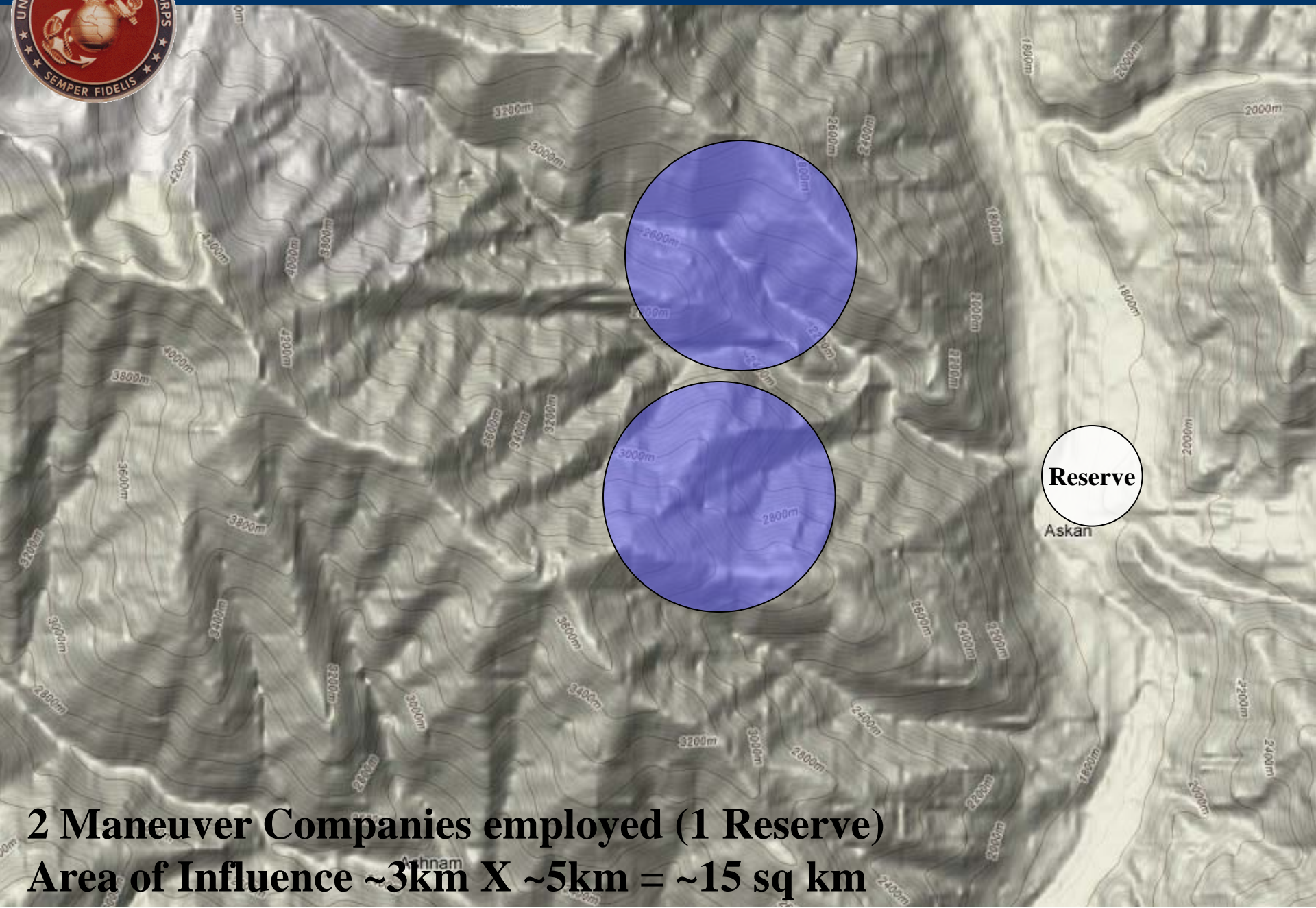
- ◆ Successful drawdown from OIF complete.
- ◆ OEF remains our number one operational priority



- ◆ Global force management: successfully training for today's fight by focusing on COIN, distributed operations, and company level integration of intel and fire support



# *Contiguous Battlespace*



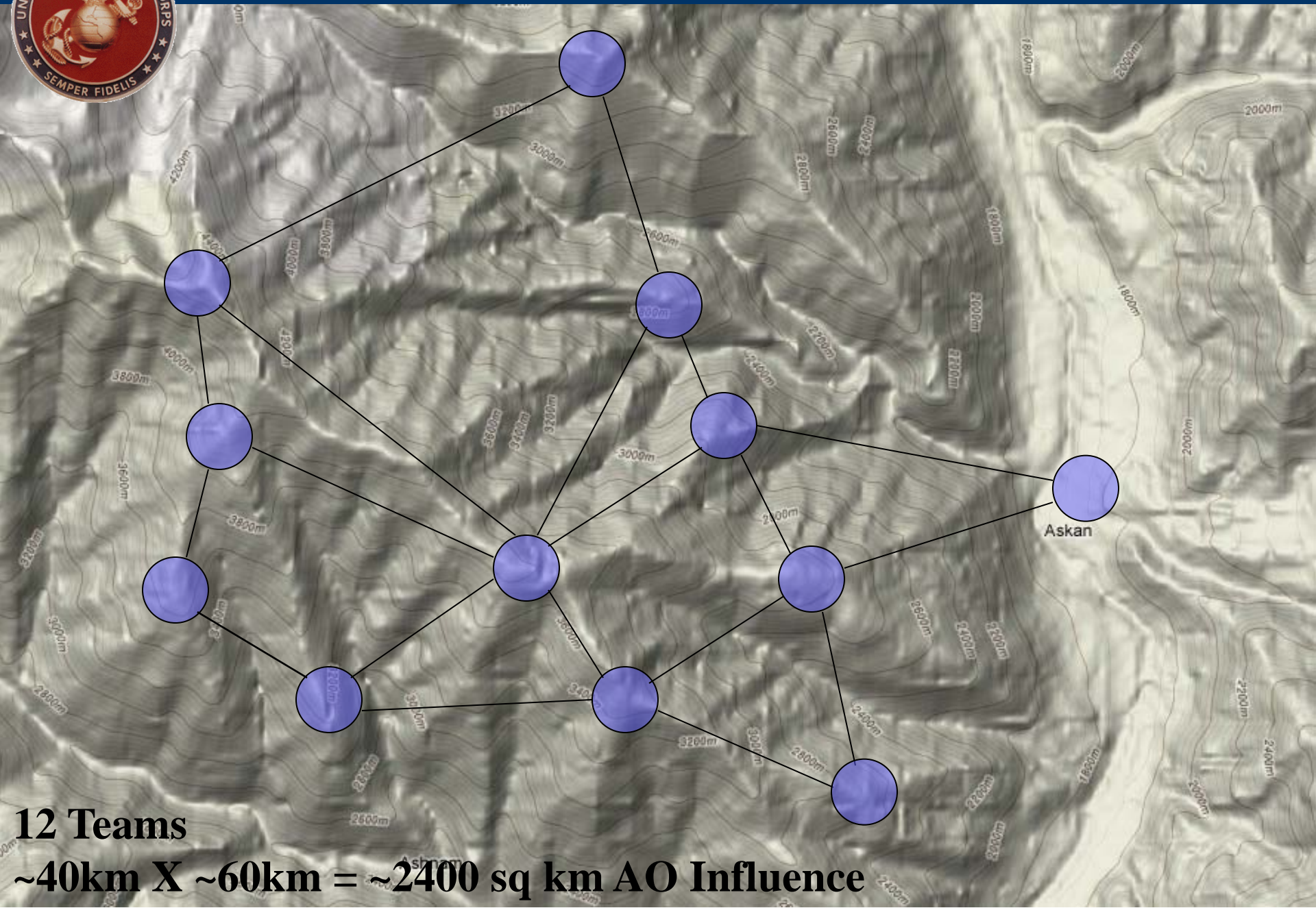
**2 Maneuver Companies employed (1 Reserve)**

**Area of Influence ~3km X ~5km = ~15 sq km**





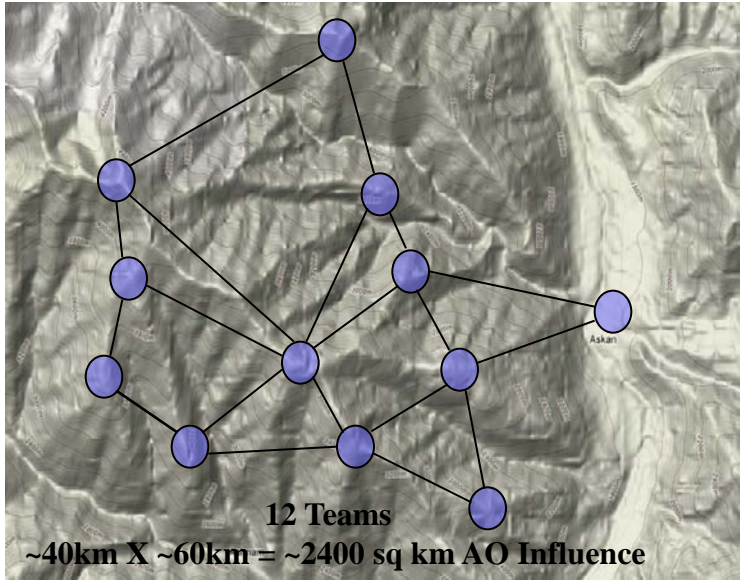
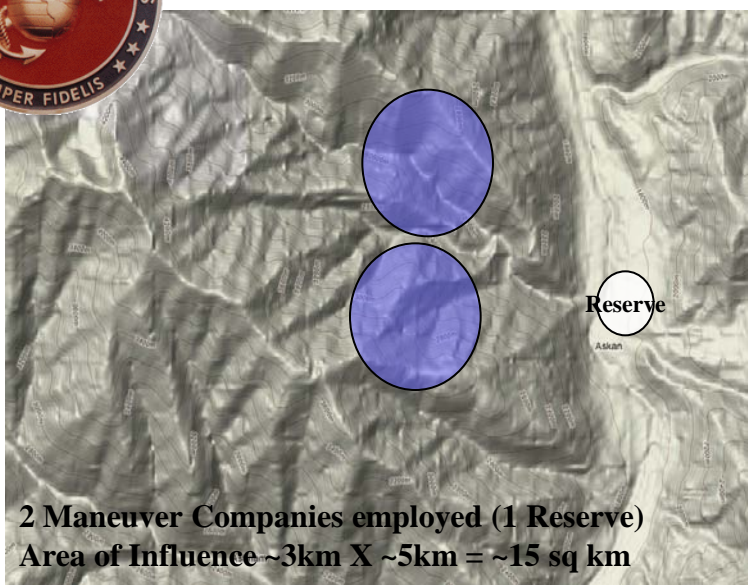
# *Non-Contiguous Battlespace*



**12 Teams**  
**~40km X ~60km = ~2400 sq km AO Influence**

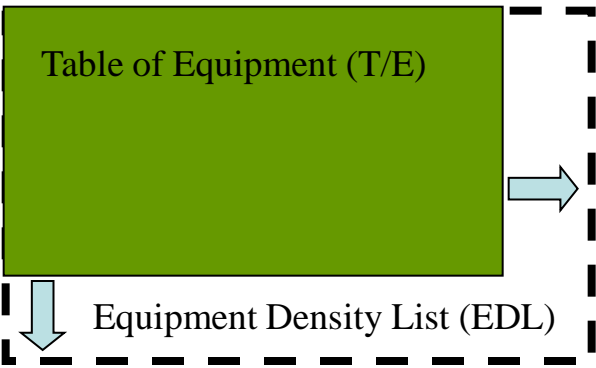


# Impact of Dispersion



Conventional Threat                      Hybrid Threat  
Contiguous Battlespace                      Non-contiguous Battlespace  
Increased dispersion = increased equipment demand

Table of Equipment  
reflects *how* we fight



Equipment Density List  
reflects *where* we fight



# *Equipment Readiness Shortfalls*

---

## ◆ Concerns

- Equipment and training shortfalls for operational units in dwell
- Increased OPTEMPO on deployed and non-deployed gear
- Deferred reset of equipment
- Increasing costs for equipment modernization

## ◆ Mitigation

- Some help in PB-11
- Equipment reset funding



# *What is the Cost to Fix?*

---

- ◆ Reset is a bridging action between sustainment of equipment used in operations and sustainment of ready equipment
- ◆ PR-11 request sustains operations but does not entirely address equipment shortfalls
- ◆ Current estimate is **\$13B** for outstanding equipment requirement:

**Equipment shortfalls** → **Total shortfalls \$5B**

Result from lessons learned in combat  
ops and end strength increase (175k to  
202k)

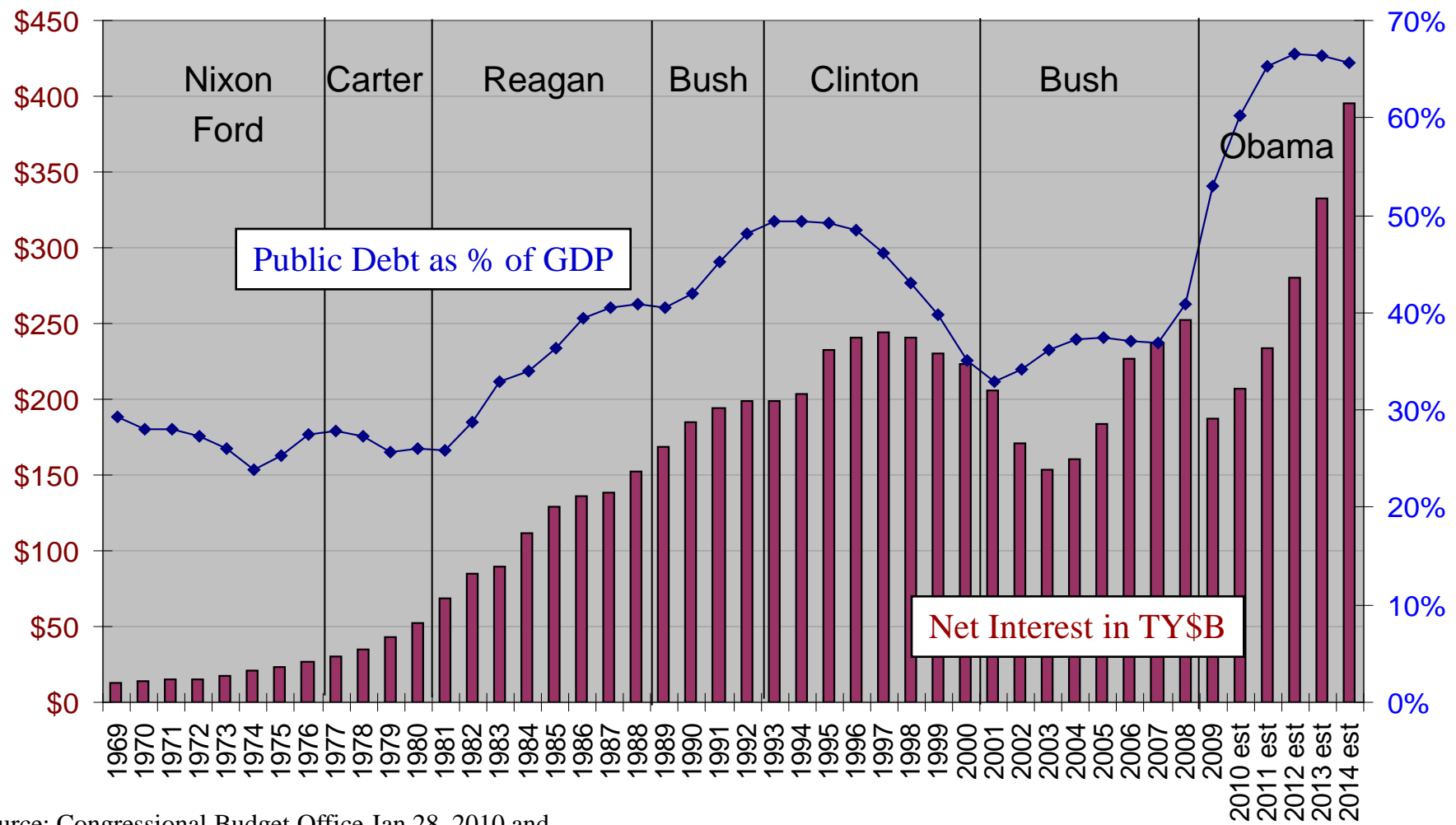
**Reset** → **Total reset \$8B** (includes BISOG)





# Fiscal Context: Public Debt and Interest

*Interest on Public Debt excludes Social Security and Medicare/Medicaid*



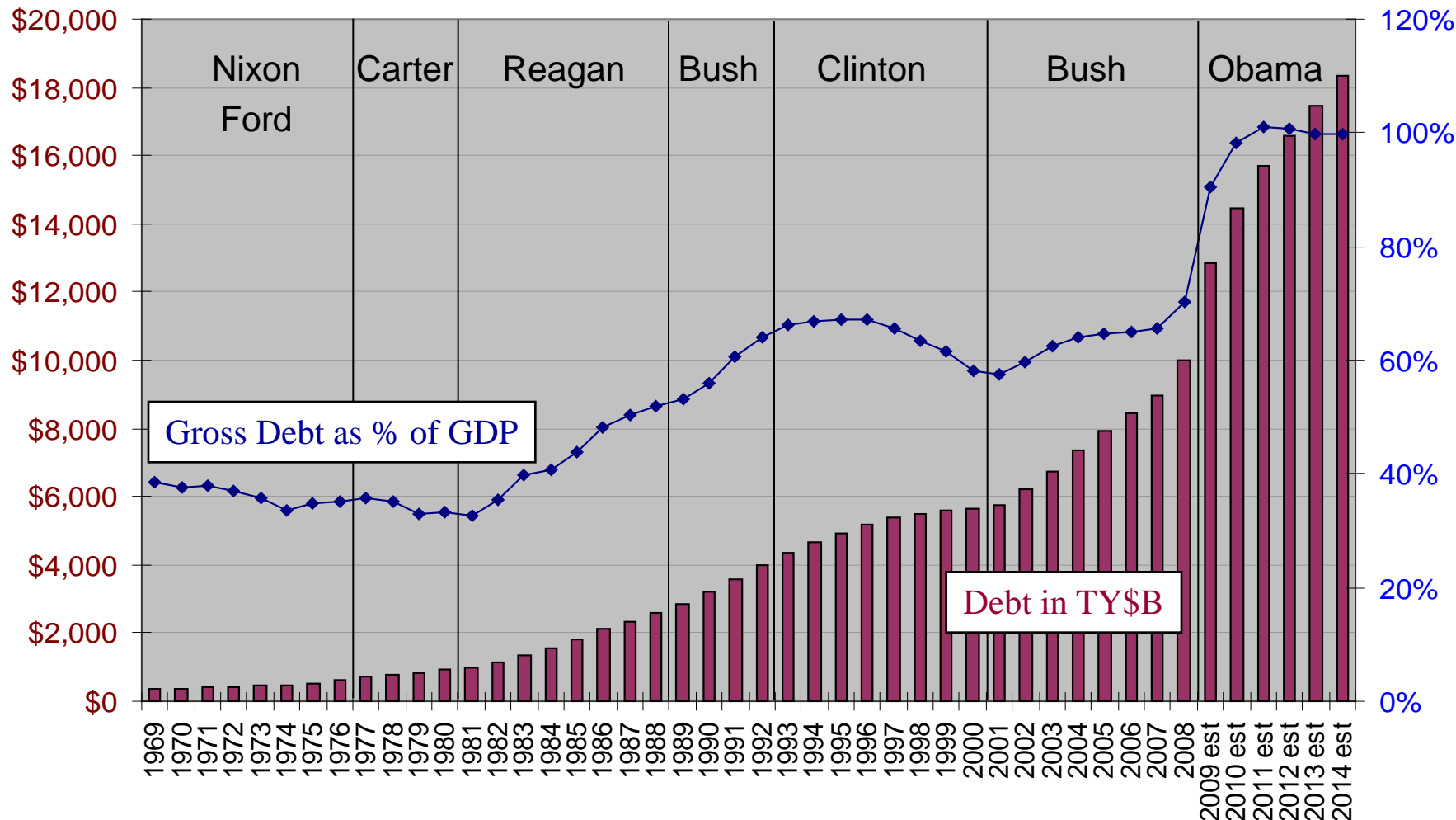
Source: Congressional Budget Office Jan 28, 2010 and

OMB, Feb 26, 2009



# Fiscal Context: Federal Gross Debt

*Includes off-balance money for Social Security and Medicare/Medicaid)*

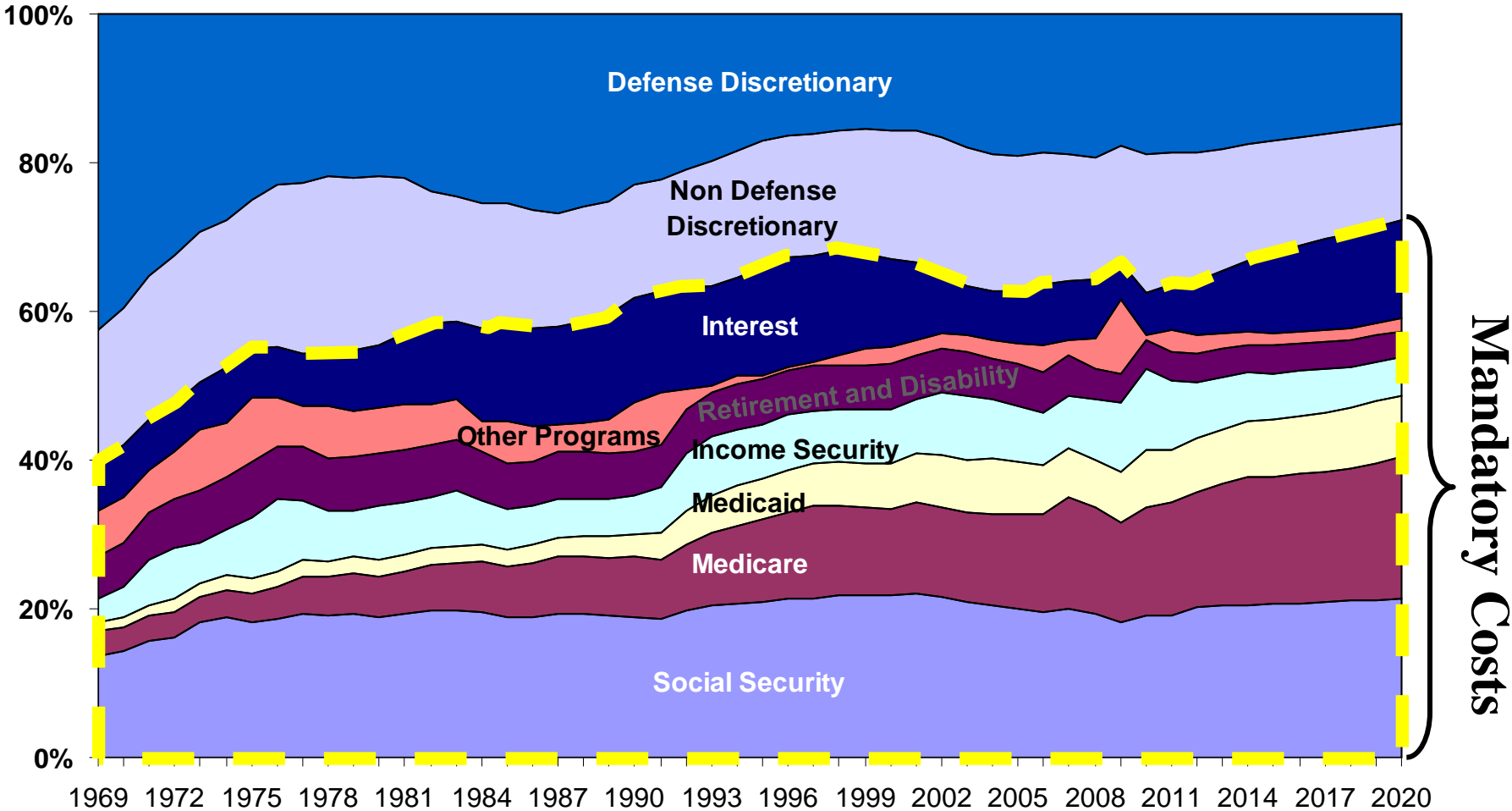


Source: Office of Management and Budget Feb 26, 2009





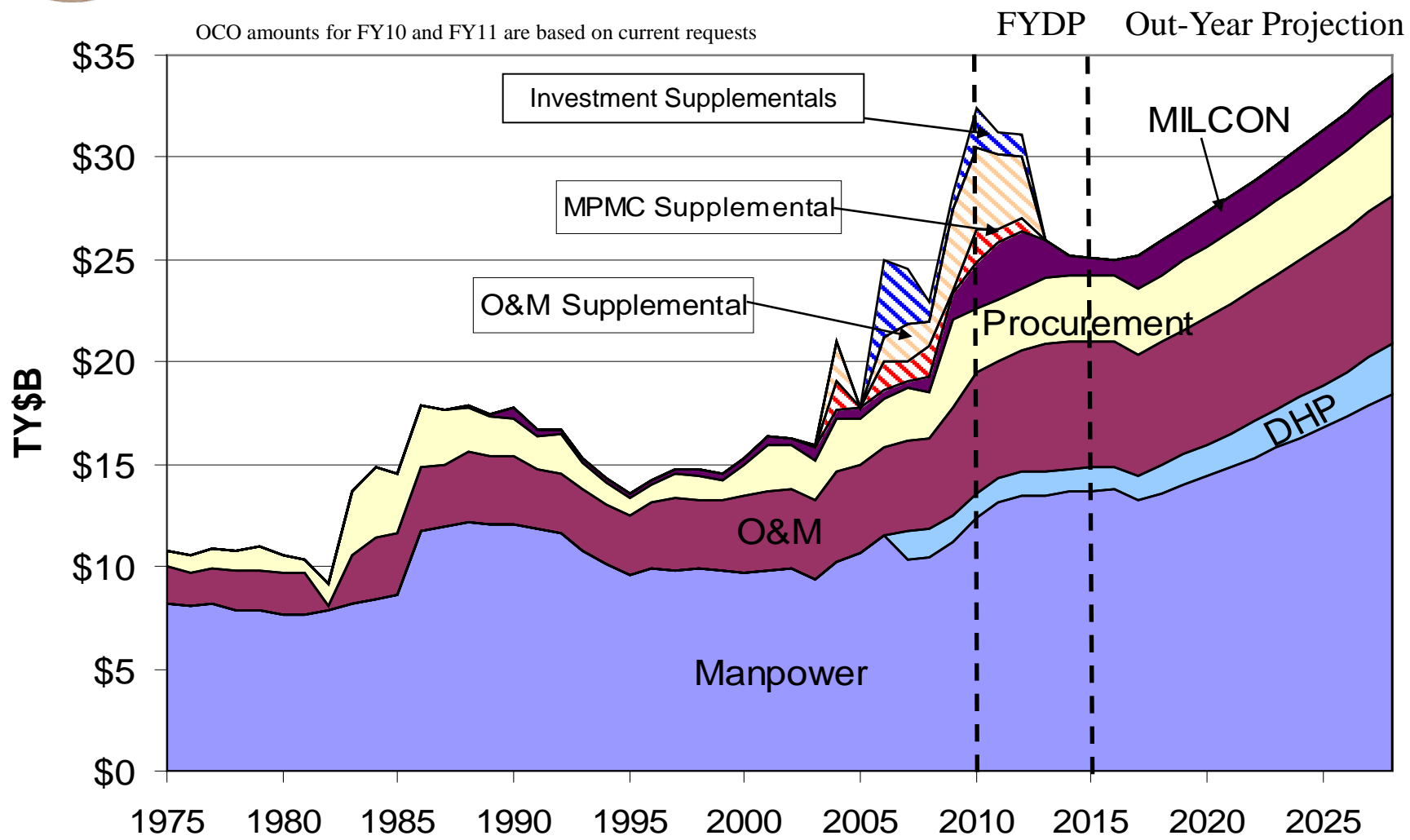
# *Fiscal Context: Growing Entitlements*





# USMC Budget

(Green Dollars)



Program Budget Documentation Database (PBDD),  
Program Budget Information System (PBIS),  
OSD Data Warehouse, Sept 2009



# *What About Modernization?*

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- ◆ Marine Corps budget is dominated by Manpower (53%)
- ◆ Op Tempo is accelerating equipment aging
- ◆ Investment has been the bill-payer
- ◆ Operations tempo, deferred reset, and limited procurement are having a compounding effect
  - Our usage exceeds the rate of capitalization
- ◆ Long term operational capabilities require additional procurement

Modernization of combat equipment has been delayed



# *Innovation*

---

## ◆ Protecting our “seed corn” funding

## ◆ Equipment

- Cougar Integrated Suspension System / M-ATV Reduced Buy
- HMMWV ballistic protection
- Unmanned aerial cargo delivery
- Mobile trauma bay
- Lighten the MAGTF

## ◆ Energy

- Experimental energy-efficient forward operating base
- Expeditionary Energy Office

## ◆ Training

- Center for Advanced Operational Cultural Learning
- Enhanced Mojave Viper (conventional and MOUT skills integrated)
- Enhanced Company Operations



# Summary

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- ◆ Lessons learned in OIF/OEF and end strength increases have led to increased equipment requirements
- ◆ Equipment shortfalls remain -- meeting today's mission by taking risk in readiness for operational units in dwell
  - Risking degradation to training
  - Taking risk in contingency readiness
- ◆ Continuing to *innovate* while delaying *modernizing*



# What is FPDS?

- An automated system used to collect and report on federal procurement spending:
  - Data is submitted via a contract writing system (CWS) or directly into FPDS using direct web input
  - Standard and ad hoc reports are available to be run by individuals
- The single authoritative repository for federal procurement award data



# Who Uses FPDS?



## Designed for Use by:

- Programming and Procurement Analysts
- Contracting Officers
- Senior Procurement Executives
- Congress, state, and local governments
- System Administrators
- Media, research groups, marketing groups, students, and commercial businesses
- All other interested public parties



# FPDS Vision and Goals

## Transparency and visibility into government contracting

- Contracting information across the federal spectrum in real time, down to the contract action

## Powerful business decision-making tool for the contracting community

- Agencies can view all data and analyze trends for contract management and market research
- Provide interoperability with departmental contract writing systems

## Foundation for standardizing contracting processes

- Policy changes can be made in one tool and utilized across the federal enterprise
- Reduce system redundancies and costs

## Self-service, web accessible reporting tools

- Congress, press, state government officials, IG & auditors, FOIA offices, GAO, etc.
- Data available within 24 hours of award





# What Data Does FPDS Contain?

## Contract Data in General Categories

- **Dates**
  - Date Signed
  - Date Effective
  - Last Date to Order
  - Completion Date
- **Amounts**
  - Action Obligation
  - Base and Exercised Options Value
  - Base and All options Value
- **Purchaser Information**
  - Contracting Office Information
- **Contractor Information**
  - CCR information
  - Contractor Name
  - DUNS
  - Socio/Economic Data
- ◆ **Contract data (no CLIN information.)**
  - Type of Contract
  - NIA
- ◆ **Legislative Mandates**
  - Walsh Healey Act
  - Davis Bacon Act
- ◆ **Service/Commodity Information**
  - Service Code
  - NAICS Code
- ◆ **Competition Information**
  - Extent Competed
  - Set Asides
  - Sole Source
- ◆ **Preference Programs**
  - CO's Business Size Selection
  - Reasons Not Awarded
  - Set Asides



# How Do I Access FPDS?

To submit contract data:

- Via your contract writing system
- Web portal: <https://www.fpds.gov>

To access reports:

- Web portal: <https://www.fpds.gov>
- Do not self register in FPDS
- DoD accounts are created by an existing DoD FPDS administrator



NAVAL SUPPLY SYSTEMS COMMAND

# NAVY ELECTRONIC COMMERCE ONLINE (NECO)

*A Value-Added Solution for Navy/Marine Corps*

*And Vendors*

<https://www.neco.navy.mil>

***Ready. Resourceful. Responsive!***



**NAVAL SUPPLY SYSTEMS COMMAND**

# ***NECO Capabilities***

- ◆ **NECO is an integral part of End-to-End Paperless Process**
- ◆ **Supports Navy and Marine Corps worldwide and is available to all Services and Activities**
- ◆ **Provides seamless service to Buyers for posting Solicitations, Directed Solicitations, Synopses and Receipt of Offers**
- ◆ **Provides paperless delivery of Awards and Modifications**
- ◆ **Provides interfaces to FBO, SPS, ITIMP, OTS, DAASC, MOCAS, IRPODS**
- ◆ **Allows Buyers to post Solicitations with estimated values of less than and greater than 25K**
- ◆ **NECO performs a Security Key Word Review on all uploaded Solicitations**
- ◆ **EuroNECO and AsiaNECO support OCONUS Activities**

***Ready. Resourceful. Responsive!***



**NAVAL SUPPLY SYSTEMS COMMAND**

# ***NECO Capabilities***

- ◆ Provides Vendors access to all Procurement Opportunities, receipt of new postings pushed daily based on customized Vendor registration
- ◆ Vendors have the ability to Submit a Bid electronically via EDI or the NECO website for secure delivery to the Buyer, this at no cost to the Vendor
- ◆ Help Desk/Customer Support Service for both calls and emails
  - ◆ NECO / EuroNECO / AsiaNECO
  - ◆ Assist Buyers with FBO load problems
  - ◆ Assist Buyers with FBO TDP Document Uploads (former FedTeDS)
  - ◆ FedBizOpps registration assistance for Navy
  - ◆ Provide Vendors Help Desk/Customer Support calls/emails
  - ◆ Create and maintain both Buyer and Vendor Guides

***Ready. Resourceful. Responsive!***



NAVAL SUPPLY SYSTEMS COMMAND

# **NECO Capabilities**

- ◆ Outreach function – Conferences, Exhibiting Venues
  - ◆ Buyer Training and Vendor Training
  - ◆ Refer customers to both FBO and NECO!
- ◆ Residing on NECO are additional Navy Initiatives:
  - ◆ ROMII (Resale Operations Management), part of NEXCOM's Ships Store Program Office
  - ◆ CAV (Commercial Asset Visibility)
  - ◆ NAVSUP Customer Survey

**More than just a posting system!**

***Ready. Resourceful. Responsive!***



NAVAL SUPPLY SYSTEMS COMMAND

# ***Current Activity & Accomplishments***

- ◆ **NECO utilizes webMethods B2B Integrator Ver 6.5**
- ◆ **NECO Web uses Microsoft Asp.net - Ver 3.0, communicating with Oracle 10.2.0.4 (10g)**
- ◆ **Supports current SPS versions using XML Solicitation and Bid processing**
- ◆ **Ability to send SPS an XML Bid File and process files as attachments, download files or SOWs with associated SPS Solicitations**
- ◆ **Implemented Recovery and Reinvestment Act of 2009**
- ◆ **Implemented J&A upload Functionality**
- ◆ **Conducted Buyer Training to over 1006 Buyers and 155 NAVFAC Activities worldwide**

***Ready. Resourceful. Responsive!***



NAVAL SUPPLY SYSTEMS COMMAND

# ***Current Activity & Accomplishments***

- ◆ Created a TDP Upload User Guide for Navy Buyers to upload Data Packages to FedBizOpps via the NECO interface due to FeDTEDs migration to FBO
- ◆ Implemented a Plan Holders List for NAVFAC Solicitations
- ◆ The PreSolicitation, Combined PreSolicitation/Solicitation, Sources Sought, and Special Notices Upload area now allows a Buyer to input a NAICS Code and a Set-Aside Code to the entry form
- ◆ Accordingly, Vendors will now be able to search Synopses by either NAICS/Set-Aside Codes.
- ◆ All NECO system interface SFTP

***Ready. Resourceful. Responsive!***





**NAVAL SUPPLY SYSTEMS COMMAND**

## ***NECO Statistics***

***Processed through 1/97 through 3/10***

|  |                |
|--|----------------|
| <b>Solicitations Posted</b>                | <b>314,712</b> |
| <b>Daily procurement emails sent daily</b> | <b>32,208</b>  |
| <b>Solicitations uploaded monthly</b>      | <b>3,000</b>   |
| <b>Synopses uploaded monthly</b>           | <b>2,400</b>   |
| <b>Quotes/Bids received monthly</b>        | <b>2,400</b>   |

|                             |               |
|-----------------------------|---------------|
| <b>Buyers Registered</b>    | <b>3,661</b>  |
| <b>Vendors Registered</b>   | <b>64,862</b> |
| <b>Activities Utilizing</b> | <b>339</b>    |



# OVERVIEW

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- ✓ Effective April 6, 2005 all MARCORSYSCOM business opportunities are posted on NECO and advertised at [www.neco.navy.mil](http://www.neco.navy.mil) .
- ✓ MARCORSYSCOM does not advertise competitive requirements on the MCSC website. Website redirects contractors to NECO.



# NECO OVERVIEW

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- ✓ 120 contracting activities post to NECO this includes 1600 buyers. 34,173 vendors are registered in NECO
- ✓ To date over \$12B in contracts have been awarded using NECO.
- ✓ Single point of entry for all MARCORSYSCOM competitive solicitations



# Getting Started with NECO

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- You will need a PC with a modem and Internet Service
- Register with NECO at [www.neco.navy.mil](http://www.neco.navy.mil)
- Complete the daily e-mail customization option
- Contact the NECO Help Desk at 1-800-503-6326 with questions or technical support issues



# **Marine Corps Systems Command (MCSC) AD Presentation to the MCSC & PEO-LS Advanced Planning Briefing to Industry (APBI) April 6 & 7, 2010**

**David (Dave) J. Dawson  
Associate Director (AD)**

**MCSC Office of Small Business Programs  
(MCSC OSBP)**





## ***MCSC OSBP TAG LINE***

**“Supporting the Warfighting Marine  
Utilizing Small Business Concerns”**





# PURPOSE OF THE MCSC SB PROGRAM



- Requirement of U.S.C., CFR and FAR Part 19; “allow small businesses a fair opportunity to participate in the Federal Procurement Process”
- Provide small business concerns the opportunity to market their products and services to the MCSC PG’s and PM’s to support the Warfighter





# WHY SMALL BUSINESS



- Increase the Industrial Base
- Small Business =
  - Technology
  - Innovation
  - Flexibility
  - Unique Skills
  - Reduced Costs







# MCSC MISSION



- **To serve as the Commandant's principal agent for acquisition and sustainment of systems and equipment used by the Operating Forces to accomplish their Warfighting mission**





# MCSC OSBP MISSION



- **To support the Commandant's mission of supporting the warfighter while ensuring that the Command maintains a successful Small Business Program by providing opportunities for Small Business Concerns to assist the MCSC meet it warfighting missions**





# MCSC VISION



**Leader in Equipping the Warfighter to Win.**

**Provide quality systems and equipment to the USMC Operating Forces.**

**Expertly manage the systems and equipment over their entire lifecycle.**





# MCSC VISION CONTINUED



**High performing, team-based, learning organization working in a professional environment.**

**Employ highly effective, streamlined, and innovative business processes.**





# MCSC OSBP VISION



- **To create an environment that encourages the utilization of small businesses expertise and innovation within the Command to support the warfighting missions**





# SMALL BUSINESS FACTS



- Over half of all workers in the U.S. are employed by small businesses.
- Small businesses can quickly respond to special customer requests and changing customer needs.
- By supporting small business you support innovation and competition, and you reward the entrepreneurial spirit and “can do” culture that have helped build the economy of our great nation.







# SMALL BUSINESS FACTS, CONTINUED



The Small Business Program includes the Service Disabled Veteran Owned Small Business (SDVOSB) Program

Veterans with disabilities

- Of the 22.4 million veterans nationwide, 15.1 percent, or almost 3.4 million, reported a service-connected disability rating.
- 41.5 percent had a rating of 10 or 20 percent and 17.4 percent had a rating of 70 percent or higher.

Source: American Community Survey.





# MCSC SMALL BUSINESS SUCCESSES







# **RECENT SMALL BUSINESS SUCCESSES**



**MCSC awarded the 2006 DoN Secretary's  
Cup for its small business achievement in  
FY 06**

**MCSC awarded the 2008 DoN Secretary's  
Cup for its small business achievement in  
FY 08**





# FY 09 ACHIEVEMENT



| Small Business Category | Target | FY 09<br>Achievement | FY 08<br>Achievement |
|-------------------------|--------|----------------------|----------------------|
| Small Business          | 10.00% | 23.52%               | 8.32%                |
| SDB                     | 2.07%  | 6.05%                | 2.07%                |
| 8(a)                    | 2.07%  | 4.29%                | 2.07%                |
| VOSB                    | 0.00%  | 3.15%                | 2.90%                |
| SDVOSB                  | 3.00%  | 0.53%                | 0.37%                |
| WOSB                    | 1.23%  | 3.79%                | 1.30%                |
| HUBZone                 | 0.740% | 6.37%                | 0.880%               |





# Small Business Statistics

1 October 2008 through 30 September 2009

MCSC

**Total Small Business Eligible Actions - 6,378**  
**Total Small Business Eligible Dollars - \$5,925,448,123**

| Small Business Category | Actions | Dollars         | Percent | Target |
|-------------------------|---------|-----------------|---------|--------|
|                         |         |                 |         |        |
| Small Business          | 2,750   | \$1,393,821,913 | 23.52%  | 10.0%  |
| SDB *                   | 1,195   | \$612,392,972   | 10.33%  | 2.07%  |
| VOSB                    | 555     | \$186,686,796   | 3.15%   | 0.0%   |
| SDVOSB                  | 187     | \$31,669,594    | 0.53%   | 3.0%   |
| WOSB                    | 454     | \$224,593,893   | 3.79%   | 1.23%  |
| HUBZone                 | 257     | \$377,483,596   | 6.37%   | 0.74%  |

\* 8(a) totals included with the SDB data.

# MCSC MAJOR SITES

## Small Business Prime Contracts

FY 08 Total = \$989.4M

FY 09 Total = \$1.385B

MCTSSAA

*Camp  
Pendleton, CA*

HQ MCSC  
*Quantico*

MCSC  
*Orlando, FL*

### How much does each location procure?

- **HQ MCSC** **\$5.9B**
- **MCSC Orlando** *(Included in Quantico)*
- **MCTSSAA** **\$12M**



# MCSC OFFICE OF SMALL BUSINESS PROGRAMS



**MCSC Associate Directors for Small Business Programs**



# TOP TEN NAICS CODES



| 6 digit NAICS Code (Description)   | Total Actions | % Total Actions | Total Dollars      |
|--|---------------|-----------------|--------------------|
| 336992 (MILITARY ARMORED VEHICLE, TANK, AND TANK COMPONENT MANUFACTURING)  | 788           | 12.4173%        | \$2,412,547,100.44 |
| 541330 (ENGINEERING SERVICES)  | 692           | 10.9045%        | \$333,534,631.22   |
| 541611 (ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES)                                    | 572           | 9.0136%         | \$259,429,192.93   |
| 336111 (AUTOMOBILE MANUFACTURING)  | 114           | 1.7964%         | \$222,544,953.90   |
| 332993 (AMMUNITION (EXCEPT SMALL ARMS) MANUFACTURING)  | 111           | 1.7491%         | \$213,089,949.54   |
| 315299 (ALL OTHER CUT AND SEW APPAREL MANUFACTURING)   | 28            | 0.4412%         | \$211,043,789.97   |
| 333314 (OPTICAL INSTRUMENT AND LENS MANUFACTURING)   | 120           | 1.8910%         | \$157,497,773.56   |
| 334511 (SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING) | 169           | 2.6631%         | \$137,183,904.30   |
| 541519 (OTHER COMPUTER RELATED SERVICES)   | 236           | 3.7189%         | \$120,732,169.47   |
| 334119 (OTHER COMPUTER PERIPHERAL EQUIPMENT MANUFACTURING)   | 63            | 0.9928%         | \$117,761,724.49   |



# SBIR PROGRAM



**Mr. Paul Lambert**

**SBIR Program Manager**

[http://www.marcorsyscom.usmc.mil/sites/tto/sbir/SBIR\\_Home.htm](http://www.marcorsyscom.usmc.mil/sites/tto/sbir/SBIR_Home.htm)

[paul.a.lambert@usmc.mil](mailto:paul.a.lambert@usmc.mil)

**(703) 432-3033**







# RECOMMENDATIONS



- **HOMEWORK / MARKET RESEARCH**
  - **FPDS-NG**
  - **FFATA**
- **NECO AND FEDBIZOPPS**
  - **NAICS CODES & KEY WORDS**







# RECOMMENDATIONS



- **WAWF REGISTRATION**
- **CCR REGISTRATION**
- **COMPLETE AND ACCURATE ORCA**





# RECOMMENDATIONS



- **MENTOR PROTÉGÉ PROGRAMS**
- **CONSIDER TEAMING RELATIONSHIPS**





# RECOMMENDATIONS



- **REQUEST DEBRIEFINGS**
  - **FAR 15.506**
- **MARKET UNIQUE SKILLS & ABILITIES**





# RECOMMENDATIONS



- **PTAP / PTAC**
- **SBA & PROCUREMENT CENTER REPRESENTATIVES**





# RECOMMENDATIONS



- **SBA LOAN PROGRAMS**
- **FAR / DFAR TRAINING COURSES**
- **SOURCES SOUGHT / RFI**





# RECOMMENDATIONS



## Contract Vehicles

### 1. CEOss / ACSS

<http://www.marcorsyscom.usmc.mil/sites/acss/>

### 2. *SeaPort-e*

<http://www.seaport.navy.mil/default.aspx>

### 3. GSA Schedule Contracts

### 4. GWAC / DWAC



# RECOMMENDATIONS FOR SUCCESS

**S**tudy your potential customers

**E**ngage Small Business Specialists (SBS) as your allies,  
not your adversaries

**M**easure yourself against your peers; consider teaming

**P**erform, Perform, Perform. Outstanding Performance is  
the key to success. Don't make excuses.

**E**valuate the market

**R**espond in a timely manner

**F**ocus on your capabilities and solutions, not your small  
business size status

**I**nvest in yourself; get professional certifications, training,  
acquisition training, etc.

**SEMPER FI!**



# CONTACT INFORMATION



David (Dave) J. Dawson

Associate Director for Small Business Programs

United States Marine Corps

Marine Corps Systems Command

(703) 432-3946 - Office

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# CONCLUSION



**This event is for you, make sure that you are marketing your unique skills and abilities to the Product Groups and Independent PM's.**





# QUESTIONS?



# QUESTIONS?





# **MARINE CORPS SYSTEMS COMMAND**

## **PROGRAM EXECUTIVE OFFICER LAND SYSTEMS**



**Advanced Planning Briefing to Industry**  
**5-7 April 2010**

## **Infantry Weapons Systems**

### **Product Group # 13**

**Colonel Andrew Bianca**  
**Product Group Director**

## **Infantry Weapons Systems (IWS)**

Experts for equipping Marine Corps Operating Forces and the Supporting Establishment with infantry weapons systems that support their warfighting needs.

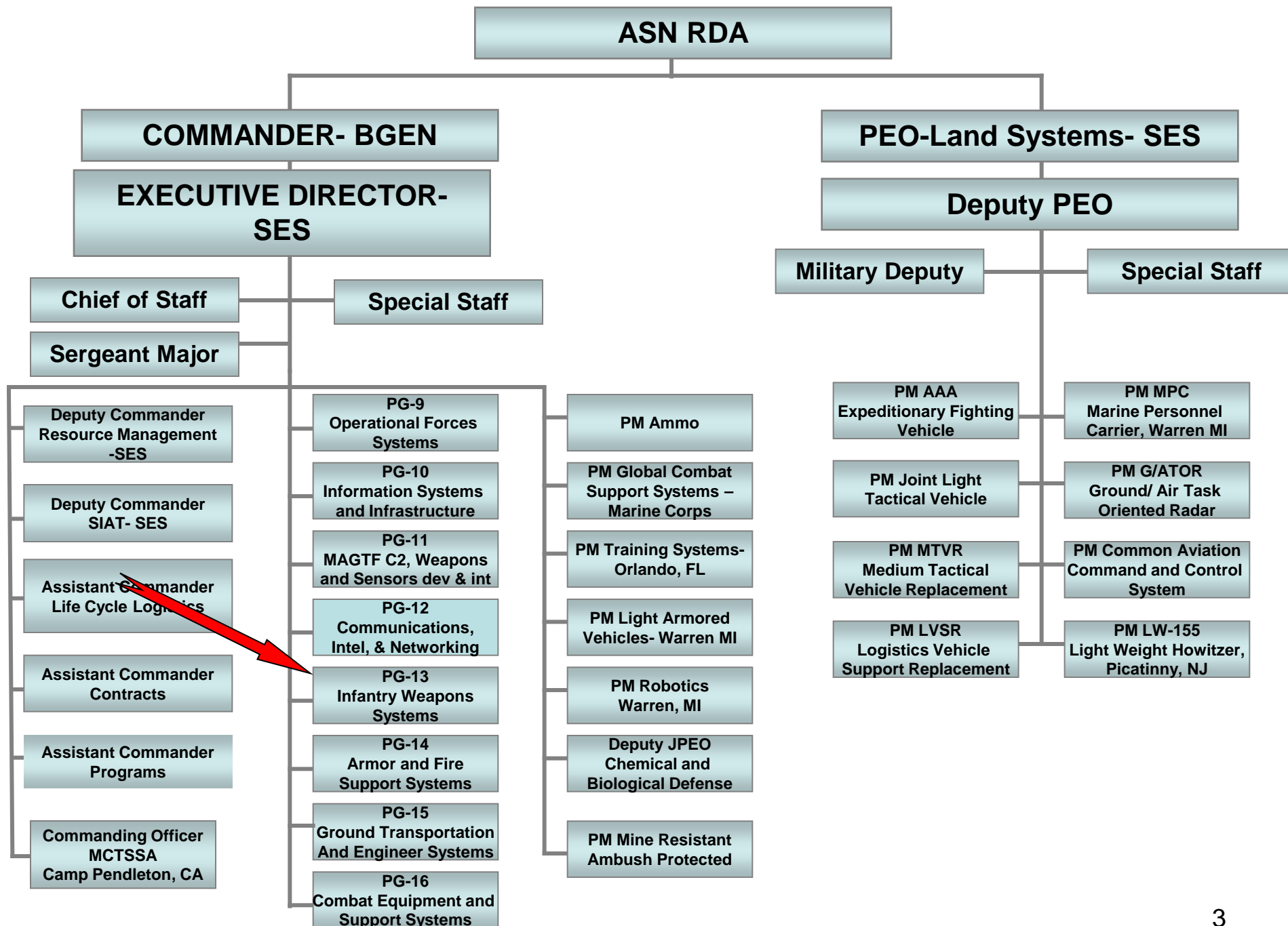
**IWS Mission** is to develop, procure, field (supply), and dispose of quality infantry weapons systems through the entire lifecycle.

### **Our portfolio includes;**

- Individual & crew-served weapons ranging from 9 mm handguns to 87mm mortar systems
- Optical devices hand held and weapons mounted.  
Ranging across the electro magnetic spectrum
- Small craft, dive, and parachute equipment
- Anti-armor missile & rocket systems
- Non-Lethal systems
- Infantry squad modernization & integration



# Organizational Line Chart



## Product Group Principals:

|                                     |                            |
|-------------------------------------|----------------------------|
| PM Infantry Weapons                 | <i>LtCol Mark Brinkman</i> |
| PM Optics & Non-Lethal Systems      | <i>Mr. Eric Miller</i>     |
| PM Raids & Recon                    | <i>Mr. Bill Barnebee</i>   |
| PM Anti-Armor                       | <i>Mr. Axel Fait</i>       |
| PM Marine Expeditionary Rifle Squad | <i>Mr. Mark Richter</i>    |

## Competency Alignment Team

- Business Manager: *Mr. Robert Forrester*
- Contracts Manager: *Mrs. Robin Kuschel*
- Lead Financial Manager: *Mrs. Barbara Fielding*
- Lead Engineer: *Mr. Vince Ellis*
- Lead Logistician: *Mr. Richard Fielding*
- Technologist: *Mr. George Gibbs*



|                                   | FY10                            | FY11                           | FY12                           | FY13                          | FY14                          | FY15                          |
|-----------------------------------|---------------------------------|--------------------------------|--------------------------------|-------------------------------|-------------------------------|-------------------------------|
| <div>RDT&amp;E<br/>PMC</div>      | <div>\$2.0M<br/>\$15.1M</div>   | <div>\$1.7M<br/>\$32.3M</div>  | <div>\$1.8M<br/>\$17.7M</div>  | <div>\$1.8M<br/>\$12.4M</div> | <div>\$1.9M<br/>\$12.8M</div> | <div>\$1.7M<br/>\$13.1M</div> |
| Infantry Weapons                  | Infantry Automatic Rifle        |                                | Infantry Weapons Modifications |                               |                               |                               |
|                                   | Scout Sniper Capability Set     |                                |                                |                               |                               |                               |
|                                   |                                 |                                |                                |                               |                               |                               |
| <div>RDT&amp;E<br/>PMC</div>      | <div>\$12.0M<br/>\$21.5M</div>  | <div>\$11.0M<br/>\$19.3M</div> | <div>\$10.3M<br/>\$11.2M</div> | <div>\$8.2M<br/>\$16.1M</div> | <div>\$7.1M<br/>\$23.9M</div> | <div>\$6.9M<br/>\$30.2M</div> |
| Optics &<br>Non-Lethal<br>Systems | Family of Individual Optics     |                                |                                | Fusion                        | Technology Improvements       |                               |
|                                   | Optics Modifications            |                                |                                | Upgrades & Sustainment        |                               |                               |
|                                   | Day Optics                      | Image Intensified Systems      |                                |                               | Scout Sniper                  |                               |
|                                   | Thermals & Illumination Systems |                                |                                | Non-Lethal Systems            |                               |                               |
|                                   |                                 |                                |                                |                               |                               |                               |



|  | FY10  | FY11                      | FY12                      | FY13                       | FY14                      | FY15                      |
|--|---|---------------------------|---------------------------|----------------------------|---------------------------|---------------------------|
| <b>RDT&amp;E<br/>PMC</b>                             | <b>\$15.8M<br/>\$8.2M</b>   | <b>\$8.7M<br/>\$47.2M</b> | <b>\$8.1M<br/>\$89.0M</b> | <b>\$10.6M<br/>\$61.0M</b> | <b>\$1.5M<br/>\$22.6M</b> | <b>\$1.4M<br/>\$21.5M</b> |
| <b>Anti Armor</b>                                    | <b>FOLLOW ON-TO SHOULDER-LAUNCHED MULTI-PURPOSE ASSAULT (FOTS)</b>                            |                           |                           |                            |                           |                           |
|  | <b>Javelin</b>  |                           |                           | <b>Saber</b>               |                           |                           |
| <b>RDT&amp;E<br/>PMC</b>                             | <b>\$4.0M<br/>\$17.5M</b>   | <b>\$3.4M<br/>\$11.7M</b> | <b>\$0.8M<br/>\$5.6M</b>  | <b>\$0.4M<br/>\$10.9M</b>  | <b>\$0.4M<br/>\$6.3M</b>  | <b>\$0.4M<br/>\$5.2M</b>  |
| <b>Reconnaissance<br/>&amp; Amphibious<br/>Raids</b> | <b>Joint Precision Air drop System: Ultra Light Weight 2K &amp; 10K</b>                       |                           |                           |                            |                           |                           |
|  | <b>Tactical Hydrographic Survey Equipment / Combatant Diver Vest &amp; Computer</b>           |                           |                           |                            |                           |                           |
|  | <b>Product Improvements: Underwater Recon Capability &amp; Parachute Equipment</b>            |                           |                           |                            |                           |                           |
| <b>RDT&amp;E<br/>PMC</b>                             | <b>\$8.2M<br/>\$3.5M</b>  | <b>\$4.5M<br/>\$3.3M</b>  | <b>\$4.7M<br/>\$4.3M</b>  | <b>\$4.8M<br/>\$4.4M</b>   | <b>\$4.9M<br/>\$4.5M</b>  | <b>\$5.0M<br/>\$4.6M</b>  |
| <b>Marine<br/>Expeditionary<br/>Rifle Squad</b>      | <b>Gruntworks Squad Integration Facility / Marine Enhancement Program</b>                     |                           |                           |                            |                           |                           |
|  | <b>Weight &amp; Volume Reductions Technology/ Distribution of Power &amp; Data on Marines</b> |                           |                           |                            |                           |                           |
|  | <b>Head borne System Integration / Powered Accessory Rail for Weapons</b>                     |                           |                           |                            |                           |                           |





# Panel Questions and Answers

- PM Infantry Weapons:
  - *LtCol Mark Brinkman*
- PM Optics & Non-Lethal Systems:
  - *Mr. Eric Miller*
- PM Reconnaissance & Amphibious Raids:
  - *Mr. Bill Barnebee*
- PM Marine Expeditionary Rifle Squad:
  - *Mr. Mark Richter*
- PM Anti-Armor: Mr.
  - *Mr. Axel Fait*

## QUESTIONS?





# **MARINE CORPS SYSTEMS COMMAND** **PROGRAM EXECUTIVE OFFICER LAND SYSTEMS**



**Advanced Planning Briefing to Industry**  
**5-7 April 2010**

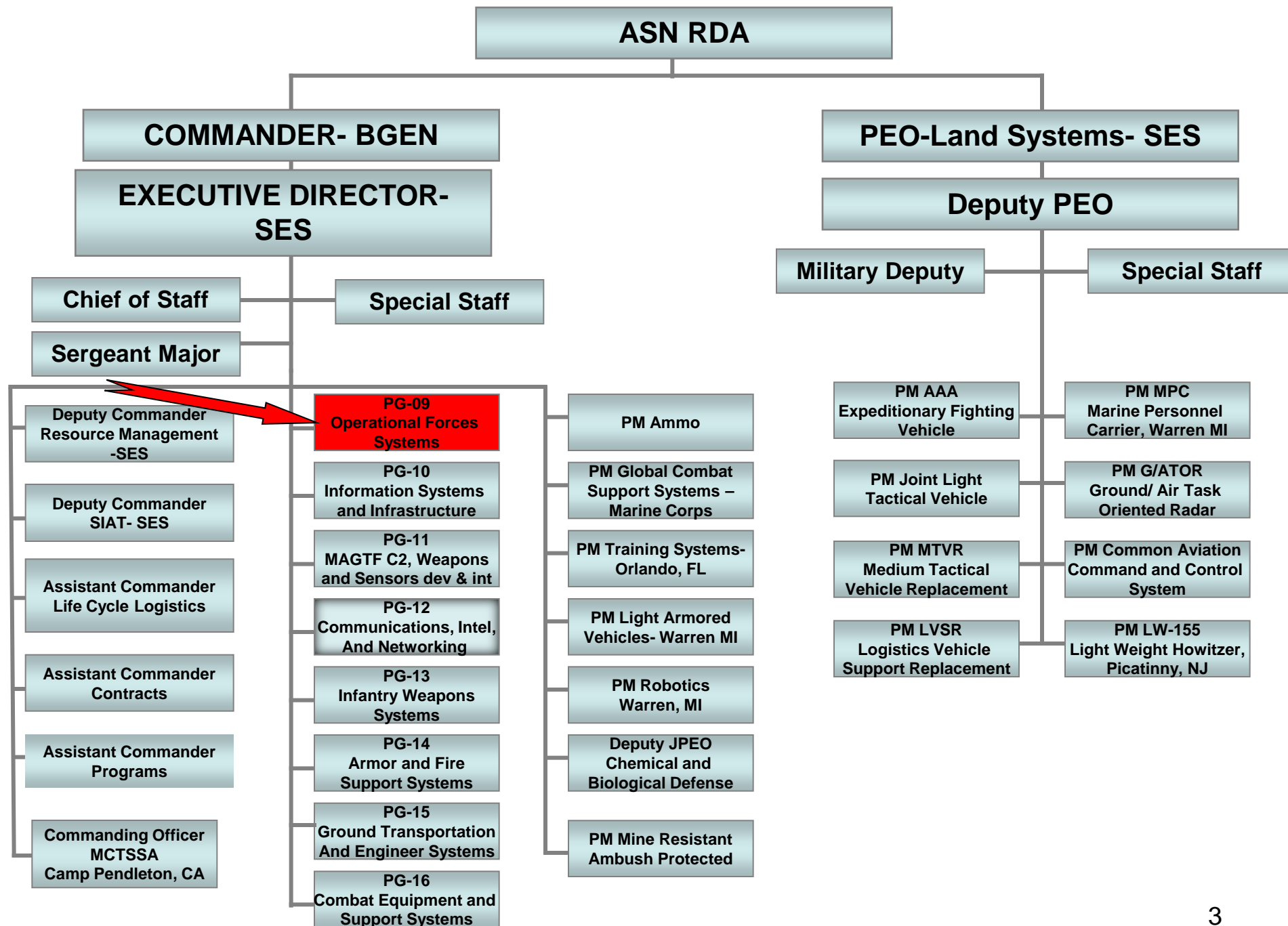
## **Operational Forces Systems** **Product Group 09** **Overview**

**Lindo Bradley, Product Group Director**

- Operational Forces Systems (OFS) Product Group 09 (PG09) serves as the Command's principal agent to conduct sustainment support activities and management of programs that have entered the operations and support phase of their life cycle. This is accomplished by PM C4 systems, PM Ground Combat Systems, and the In-Service Operations Center (ISOC).
- Programs within PG09 include:
  - Automated Information Systems
  - Radar Systems
  - Communication Systems
  - Item Unique Identification (IUID)
  - Corrosion Prevention and Control (CPAC)
  - Modeling and Simulation within the O&S phase of ground weapon systems.



# Organizational Line Chart



## Product Group Principals:

**PM C4 Systems:** *Jason Choi*

**PM Ground Combat Systems:** *TBD*

**In Service Operations Center (ISOC):** *Dr. Peter Denega*

## Competency Alignment Team

- **Business Manager:** *Paul Ortiz*
- **Contracts Manager:** *Angela Apperson*
- **Lead Financial Manager:** *Jennifer Helton*
- **Lead Engineer:** *TBD*
- **Lead Logistician:** *TBD*



|   |                     | FY10  | FY11      | FY12      | FY13      | FY14      | FY15      |
|---|---------------------|---|-----------|-----------|-----------|-----------|-----------|
| PG09 / ISOC                                 | O&M                 | Life-Cycle Analysis/Modeling & Simulation                                   |           |           |           |           |           |
|   |                     | \$2.30M   | \$2.369M  | \$2.320M  | \$2.464M  | \$2.485M  | \$2.419M  |
|   |                     | \$1.075M  |           |           |           |           |           |
| PM C4                                       | O&M<br>PMC<br>RDT&E | AN/TPS-63 Radar   |           |           |           |           |           |
|   |                     | \$.378M   | \$.390M   | \$.366M   | \$.350M   | \$.347M   | \$.340M   |
|   |                     | \$.700M   | \$.694M   | \$.720M   | \$6.690M  | \$.743M   | \$.755M   |
|   |                     | \$.220M   | \$1.224M  | \$.208M   | \$2.699M  | \$.192M   | \$.198M   |
|   | O&M                 | Legacy Logistics Information Systems  |           |           |           |           |           |
|   |                     | \$1.473M  | \$1.452M  | \$1.422M  | \$1.510M  | \$1.523M  | \$1.484M  |
| IUID  | O&M                 | Site Manager Support  |           |           |           |           |           |
|   |                     | \$20.584M cyd<br>\$ 8.500M cyd  |           | \$1.639M  | \$1.469M  | \$ .938M  | \$ .731M  |
| CPAC<br>(PG09- Operations &<br>Sustainment) | O&M                 | Logistics Services/CPAC Corrosion Service Teams/Program Support/FSR Support |           |           |           |           |           |
|   |                     | \$10.305M   | \$14.820M | \$15.913M | \$16.775M | \$14.746M | \$14.960M |

## In-Service Operations Center ( ISOC )

**MISSION.** Monitor program performance in the operating forces, evaluate technology and obsolescence, review program capabilities, provide readiness reporting, data management, and coordinate with the Corrosion Prevention and Control (CPAC) Program; coordinate with all internal and external stakeholders to support TLMC.

### FUNCTIONS

#### Material & Maintenance Management

1. PG09 Specific Responsibilities
  - Dormant Stock Review
  - DLA 339 Processing & Management
  - PQDR Program Management
  - Depot Coordination w/ALCL-MCLC
  - Corrosion Prevention And Control (CPAC) Support
  - Item Unique Identification (IUID) Support
  - Sustainment Data Management
2. MCSC/PG09 Collaboration
  - Disposal Management and Reporting
  - Supply Chain and Maintenance Programs
  - Reliability Centered Maintenance (RCM)
  - DMSMS-GIDEP/Obsolescence Mgmt

**REPORTS / ANALYSES TO OPFORS**  
Corrosion Prevention and Control  
Product Quality Deficiency Reporting  
Quarterly Readiness Reports to Congress  
Dormant Stock Reporting  
Enterprise Level Maintenance Planning  
DLA 339 Processing  
Systems Operational Effectiveness

#### In-Service Sustainment

- Collection and Evaluation
- Root Cause Analysis
- Modeling & Simulation (TLCM-AT)
- Review System Performance vs. Baseline Requirements

#### Readiness Management (CASC)

- Readiness Reporting & Data Mgmt
  - MIMMS UIC File Maintenance
  - Material Readiness Brief Updates
  - Support QRRC Data Calls
  - MCSC MCBul 3000 Submission
  - TAMCN/ID Standards File Update
  - Equipment Status Report
- **Readiness Assessments, Monitoring and Supportability Evaluations**
  - Fielding / Disposal Impacts
  - What-if Analysis/Trend Analysis
- **Monitoring of System Performance**
  - SOE Decision Support Tool



| Contract Title                             | Domain | PGD      | Start Date | Stop Date |
|--|--------|----------|------------|-----------|
| OPFOR IUID                                 | ES     | PG09 OFS | 9/28/2009  | 9/27/2010 |
| Renewal: IUID Support OP                   | ES     | PG09 OFS | 5/27/2009  | 5/26/2010 |
| IUID FSR Support OP                        | ALA    | PG09 OFS | 9/30/2009  | 9/29/2010 |
| Renewal: PM C4 Systems Sustainment Support | ALA    | PG09 OFS | 9/29/2009  | 9/28/2010 |
| MKI/L3: PG9 OFS Support                    | ALA    | PG09 OFS | 4/7/2009   | 5/8/2010  |
| MKI/L3: Program Support CPAC               | ALA    | PG09 OFS | 2/16/2010  | 2/16/2011 |
| CPAC Dbase Support                         | 8A     | PG09 OFS | 3/1/2010   | 3/1/2011  |
| Renewal: Operational Sustainment Support   | ES     | PG09 OFS | 9/28/2009  | 9/27/2010 |





# PM C4 Systems: 36 Current Managed Programs

|  |
|--|
| AN/TPS-63B (Short/Medium Range Radar)                                  |
| M-DACT   |
| Child Youth Management System (CYMS)                                   |
| United States Marine Corps Band AIS (USMB)                             |
| Publications Library Management System (PLMS)                          |
| Manufacturing Resource Planning II (MRP II/MTO)                        |
| Material Returns Program (MRP)   |
| Electronic Technical Publication System (ETPS)                         |
| Direct Support Stock Control System (DSSC) (formally MUMMS)            |
| Serv Mart On-Line (SMOL)   |
| Asset Visibility- Integrated Data Environment (AV-IDE) (formally JTAV) |
| Commercial Asset Visibility II (CAV II)                                |
| Data Entry (DENT)  |

|  |
|--|
| Defense Industrial Financial Management System (DIFMS)                         |
| Enterprise Output Manager-Distributed Enterprise Print Controller (EOM-DEPCON) |
| ILSMIS   |
| Distribution Standard System (DSS)   |
| Federal Logistics Information System (FLIS)                                    |
| Federal Logistic (FedLog)  |
| Lakes Helper (LAKES HELPER)  |
| Logistics Base Inventory View II (LBIV II)                                     |
| Technical Data Management System (TDMS)  |
| Automated Tool Inventory Control & Tracking System (ATICTS) (formally TIMA)    |
| Hazardous Material Management System v.4.0 (HMMS)                              |
| Item Apps On-line (Item Apps On-line)  |
| Item Applications (ITEM APPS)  |

|  |
|--|
| Product Data Reporting and Evaluation Program (PDREP)                  |
| Stock List (SL 1-2/1-3 Online)   |
| Transportation Management System (TMS)                                 |
| Transportation Management System-DITY (TMS-DITY)                       |
| Electronic Point of Sale (EPOS)  |
| Joint Configuration Management Information System (JCMIS)              |
| Joint Engineering Data Management Information Control System (JEDMICS) |
| Multi-User Engineering Change Proposal Automated Review System (MEARS) |
| LT Viewer 32   |
| PixEdit  |



Our long range vision is to maximize equipment performance, service life, and readiness of equipment for the Warfighter resulting in total ownership cost reduction and or cost avoidance.

### NEAR TERM

- Program Transfer and Management
- Dormant Stock Reduction
- Product Quality Deficiency Reporting (PQDR)
- Quarterly Readiness Reporting (QRRC)
- Item Unique Identification (IUID)
- Corrosion Prevention and Control (CPAC)
- Orphan TAMCN Review
- DLA 339 Management/Joint MCSC Lead
- System Operational Effectiveness (SOE) Decision Support Tool Management
- Total Life Cycle Mgmt - Automation Tool (TLCM-AT)
- Urgent Universal Needs Statement (UUNS)
- Program Management with MCCDC
- Program Equipment Sustainment Planning /Funding
- Record ALL Sustainment initiatives with process flow chart, templates and checklists.

### MID TERM

- Equipment Disposal
- Diminishing Manufacturing Sources and Material Shortages (DMSMS)
- Government Industry Data Exchange Program (GIDEP)
- In-Service Sustainment
  - Collection and Evaluation of Service Use and Maintenance Data
  - Root Cause Analysis of In-Service Problems/Challenges

### LONG TERM

- Enterprise Sustainment Contracts for Returning OIF/OEF Equipment
- Performance Based Logistics (PBL)
  - Analysis of Standards and Metrics
  - Performance Based Agreements (PBA)
- Total Life Cycle Management (TLCM)
  - OS Core Process



# Panel Questions and Answers





# **MARINE CORPS SYSTEMS COMMAND**

## **PROGRAM EXECUTIVE OFFICER LAND SYSTEMS**



Advanced Planning Briefing to Industry  
5-7 April 2010

# **Program Manager Training Systems**

## **Col David A. Smith**



***Improving the Warfighting effectiveness of the MAGTF and globally deployed Maritime Expeditionary Forces by providing training support and developing and sustaining training systems and devices.***

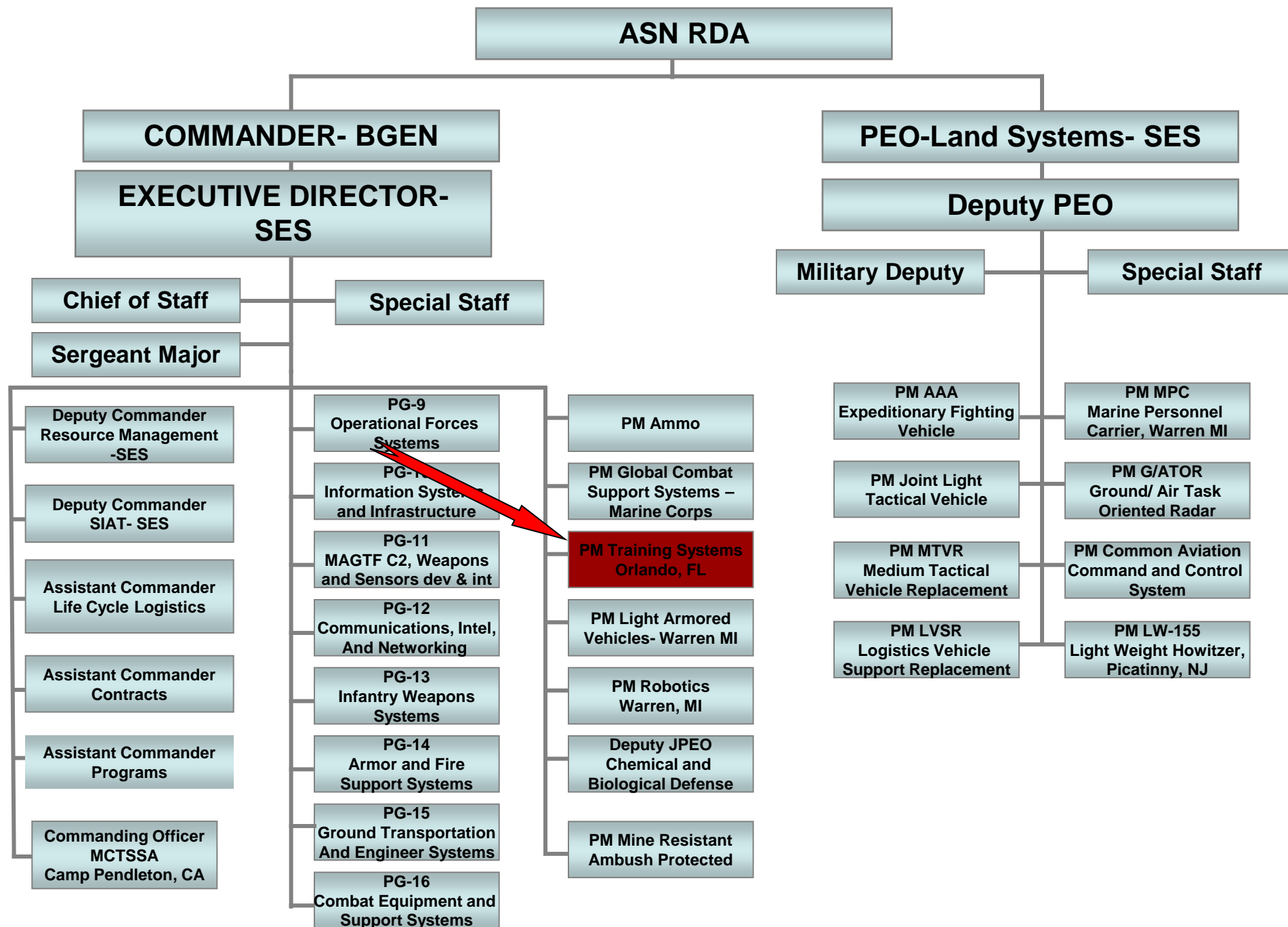
## Who is PM TRASYS:

**MARCORSYSCOM's Independent PM  
for Developing, Fielding and Sustaining  
Training Systems**

## How Industry Can Help:

- **Maintain Awareness of USMC Warfighter Requirements**
- **Develop Cost Effective Solutions**
- **Focus on Long Term Sustainment Costs**







## Independent Program Manager's Principals:

*Program Manager*

*Col David A. Smith*

*Deputy PM*

*Dan Torgler*

*Assistant PMs*

*Martin Bushika*

*Tony Carbonari*

*Luis Garcia*

*John Gralin*

*Capt Garrett Hager*

*Annette Pike*

*Bob Ream*

*Anne Sullivan*

*Aviation*

*LtCol Mark Murphy*

*Program Analysis*

*Brad Valdyke*

*Operations*

*John Mills*



|   |                          | <b>FY10</b>   | <b>FY11</b>               | <b>FY12</b>              | <b>FY13</b>                | <b>FY14</b>               | <b>FY15</b>               |
|---|--------------------------|---|---------------------------|--------------------------|----------------------------|---------------------------|---------------------------|
|   | <b>RDT&amp;E<br/>PMC</b> | <b>\$1.0M<br/>\$73.0M</b>   | <b>\$0.1M<br/>\$49.2M</b> | <b>\$2.3M<br/>\$2.9M</b> | <b>\$6.8M<br/>\$29.7M</b>  | <b>\$3.0M<br/>\$30.3M</b> | <b>\$1.9M<br/>\$23.7M</b> |
| <b>Training<br/>Environments</b>                          |                          | MOUT Training Environments, Roleplayers, Targets, Instrumentation, Battlefield Effects Simulations (BES), Immersive Infantry Trainer (IIT), Squad Immersive Training Environment (SITE), Tactical Video Capture System (TVCS), Combat Vehicle-Tactical Engagement System (CV-TESS), Training-Counter Radio Control Improvised Explosive Device (IED) Electronic Warfare Surrogate Devices, etc. |                           |                          |                            |                           |                           |
|   | <b>RDT&amp;E<br/>PMC</b> | <b>\$12.2M<br/>\$41.7M</b>  | <b>\$2.1M<br/>\$12.3M</b> | <b>\$4.7M<br/>\$7.7M</b> | <b>\$11.0M<br/>\$10.8M</b> | <b>\$11.2M<br/>\$9.0M</b> | <b>\$8.9M<br/>\$6.1M</b>  |
| <b>Training<br/>Systems</b>                               |                          | MAGTF Tactical Warfare Simulation (MTWS), Tactical Wheeled Vehicle Simulators, Supporting Arms Virtual Trainer (SAVT), Combined Arms Command & Control Training Upgrade System (CACCTUS), Deployable Virtual Training Environment (DVTE), Culture and Language Training, Grnd & Water Egress Trainers, Indoor Simulated Marksmanship Trainer (ISMT), etc.                                       |                           |                          |                            |                           |                           |
|   | <b>OMMC</b>              | <b>\$18.9M</b>  | <b>\$11.3M</b>            | <b>\$8.7M</b>            | <b>\$11.9M</b>             | <b>\$11.7M</b>            | <b>\$11.6M</b>            |
| <b>Training Systems<br/>Operation and<br/>Sustainment</b> |                          | Funding used to operate and sustain systems at all major bases, including Contractor Logistics Support and Contractor Operation and Maintenance Services.   |                           |                          |                            |                           |                           |
|   |                          | <b>&gt;\$250M</b>   | <b>&gt;\$250M</b>         | <b>&gt;\$250M</b>        | <b>&gt;\$250M</b>          | <b>&gt;\$250M</b>         | <b>&gt;\$250M</b>         |
| <b>Customer Funding</b>                                   |                          | Funding provided by customers to support their initiatives in areas such as Roleplayers, Range Modernization, IEDD and projects for organizations such as NECC, SOCOM, JIEDDO, etc.   |                           |                          |                            |                           |                           |





| <u>Program</u>   | <u>Magnitude</u> | <u>Announcement</u> |
|--|------------------|---------------------|
| • Ranges Training Systems IDIQ   | ~ \$34M          | FY10                |
| • Instrumented-Tactical Engagement Simulation System II (I-TESS II)                  | ~\$150M          | FY10                |
| • West Region Contractor Operation and Maintenance Services (COMS)                   | ~ \$30M          | FY11                |
| • Combined Arms Command & Control Training Upgrade System (CACCTUS)                  | ~ \$11M          | FY11                |
| • Marine Corps Instrumentation Training System (MC-ITS)                              | ~ \$23M          | FY11                |
| • MAGTF Training Systems Support (MTSS)  | ~\$175M          | FY11                |
| • Deployable Virtual Training Environment  | ~ \$10M          | FY12                |
| • Advisor Training Cells (ATC) / Advisor Training Group (ATG) Subject Matter Experts | ~ \$45M          | FY12                |
| • MAGTF (29 Palms) Region COMS   | ~ \$27M          | FY12                |



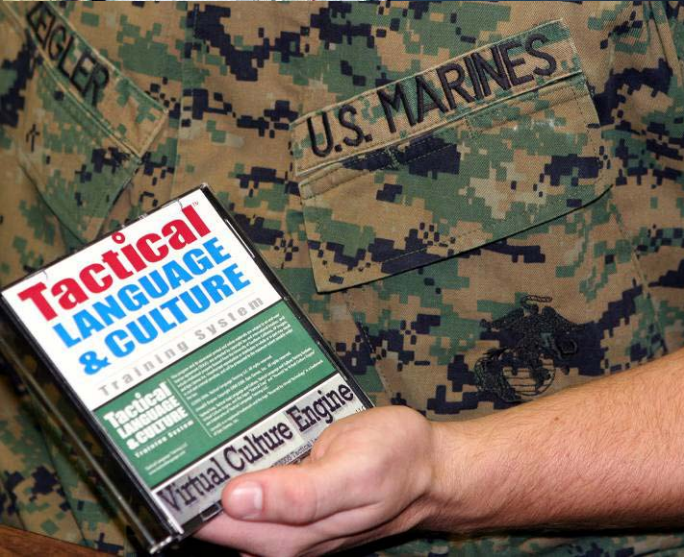
















- Annually \$100M to \$150M in new business
- Monitor PM TRASYS website for Business Opportunities  
([HTTP://WWW.MARCORSYSCOM.USMC.MIL/SITES/PMTRASYS](http://www.marcorsyscom.usmc.mil/sites/pmtrasys))
- Announcements occur at Navy Electronic Commerce Online (NECO) website  
([HTTPS://WWW.NECO.NAVY.MIL](https://www.neco.navy.mil))



# Contact PM TRASYS

**[pmtrasys@usmc.mil](mailto:pmtrasys@usmc.mil)**

**407 381-8762**

## Questions





# **MARINE CORPS SYSTEMS COMMAND PROGRAM EXECUTIVE OFFICER LAND SYSTEMS**



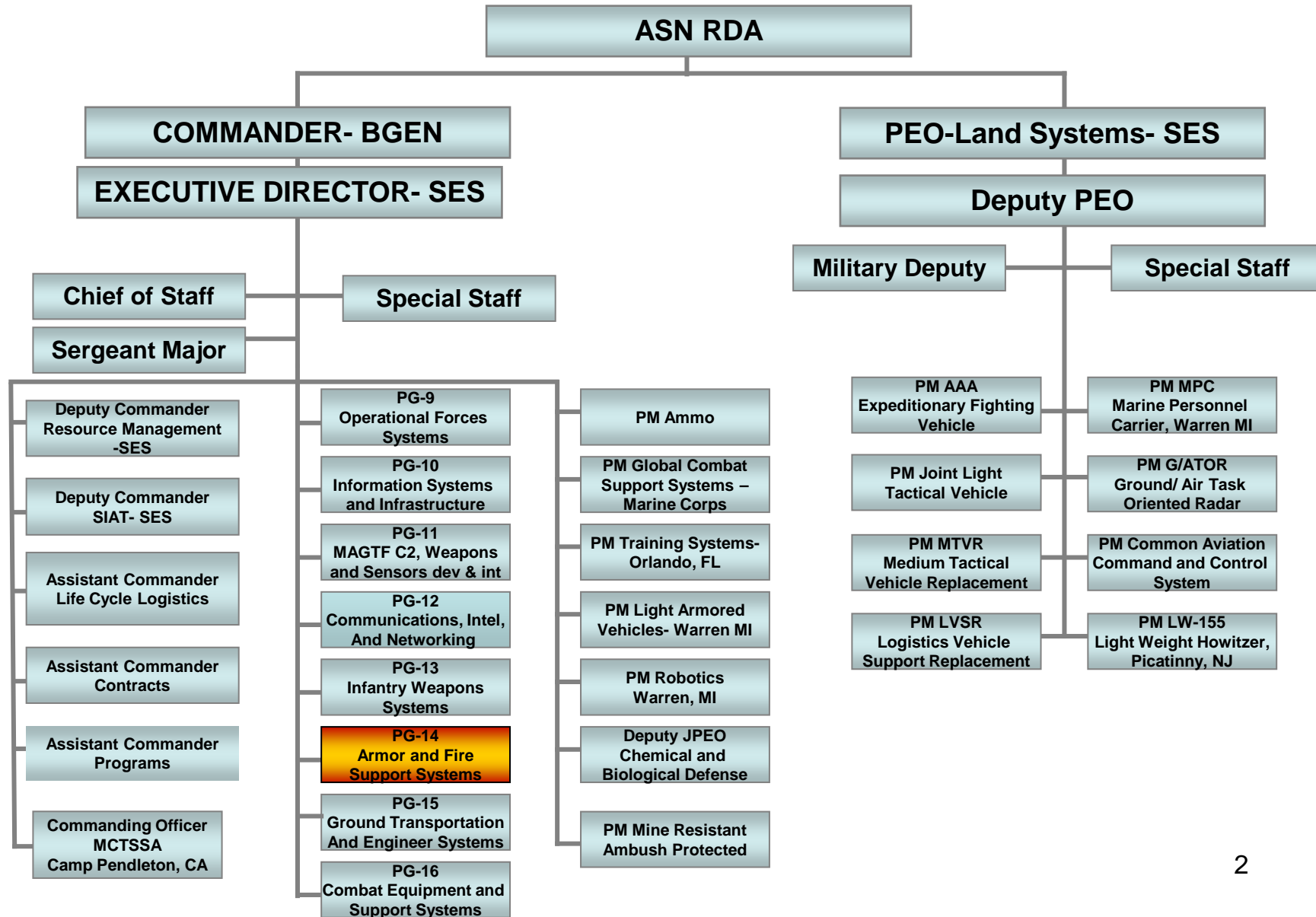
**Advanced Planning Briefing to Industry  
5-7 April 2010**

## **Armor and Fire Support Systems Product Group 14 Overview**

**Mr. John Garner  
Product Group Director**



# Marine Corps Systems Command & PEO Land Systems Organization



# Product Group Principals



PM Fire Support Systems, **Mr. Keith Davis**

**FIRE SUPPORT  
SYSTEMS**



PM Tank Systems, **LtCol Wendell Leimbach**



PM Assault Amphibious Vehicle Systems, **Mr. Bryan Prosser**

## Competency Team Alignment

- Business Manager: **Mr. Steve Pinter**
- Contracts Manager: **Mr. Edwin Wright**
- Lead Financial Manager: **Mr. Jeffrey Speer**
- Lead Engineer: **Mr. Craig Melton**
- Lead Logistician: **Mr. Jeffrey Gibbs**



# Mission & Portfolio

AFSS acquires and sustains assigned armored combat systems, fire support systems, and other capabilities as directed for the Operating Forces to accomplish their war fighting mission.

## Future Initiatives:

### Fire Support Systems

- True North Module (TNM)
- Precision Extended Range Munition (PERM)
- Modeled Meteorological Information Manager (MMIM)

### Tank Systems

- Improved Loader's Weapon Station (ILWS)
- Laser Warning System (LWS)
- Blue Force Tracker Integration

### Assault Amphibious Vehicle Systems

- Survivability Enhancements
- C4I Enhancements
- Environmental Enhancements



# FYDP Investments

|                                    |       | FY10   | FY11                     | FY12                     | FY13                     | FY14                     | FY15                       |
|------------------------------------|-------|--|--------------------------|--------------------------|--------------------------|--------------------------|----------------------------|
| Fire Support Systems               | RDT&E | FY08<br>6.9M<br>\$93.4M                            | FY09<br>20.9M<br>\$35.9M | FY10<br>29.2M<br>\$21.8M | FY11<br>26.8M<br>\$15.0M | FY12<br>20.3M<br>\$21.5M | FY13<br>\$10.4M<br>\$25.2M |
|                                    | PMC   | MMIM   | TNM                      | PERM                     |                          |                          |                            |
|                                    | RDT&E | GMLRS  | EFSS                     | MMIM                     | TNM                      | PERM                     |                            |
|                                    | PMC   |  |                          |                          |                          |                          |                            |
| Tank Systems                       | RDT&E | \$2.2M<br>\$34.7M                                  | \$3.9M<br>\$40.9M        | \$2.8M<br>\$61.5M        | \$1.7M<br>\$111.5M       | \$1.7M<br>\$91.6M        | \$1.8M<br>\$24.8M          |
|                                    | PMC   | Survivability Mods (Laser Warning System)          |                          |                          |                          |                          |                            |
|                                    | RDT&E | M1A1 Mods  |                          |                          | M88                      |                          |                            |
|                                    | PMC   |  |                          |                          |                          |                          |                            |
| Assault Amphibious Vehicle Systems | RDT&E | \$44.8M<br>\$6.1M                                  | \$1.8M<br>\$7.7M         | \$1.9M<br>\$9.9M         | \$2.0M<br>\$10.1M        | \$2.0M<br>\$10.5M        | \$2.1M<br>\$10.8M          |
|                                    | PMC   | Survivability, C4I, and Environmental Enhancements |                          |                          |                          |                          |                            |
|                                    | RDT&E | Product Improvements                               |                          |                          |                          |                          |                            |
|                                    | PMC   |  |                          |                          |                          |                          |                            |

# Summary

- We're not building new equipment, we're improving equipment to maintain relevance for the Warfighter in the Contemporary Operating Environment.
- In some cases, we're adding capability to currently fielded equipment (PERM, TNM, ILWS, etc)
- HQMC made a commitment for sustaining the Fleet and re-capitalizing equipment.





# Questions





**MARINE CORPS SYSTEMS COMMAND**  
**PROGRAM EXECUTIVE OFFICER LAND SYSTEMS**



# **Expeditionary Energy**

**David P. Karcher**  
**Director, Energy Systems**  
**SIAT, MCSC**

**Advanced Planning Briefing to Industry**  
**5-7 April 2010**



# Expeditionary Energy Challenges

- **An every day challenge in our operations—from combat to garrison.**
  - **Availability, quality & cost**
  - **Distribution, storage & ease of use**
- **Distributed Operations, Ship to Objective Maneuver (STOM), Enhanced Company Operations (ECO) and the increasing demand for sophisticated equipment are driving our increasing energy consumption.**
- **Our energy appetite is growing beyond our ability to reasonably support it.**
- **From the Commander in Chief, to SecNav to CMC, their guidance is that we must attack this issue.**



# Expeditionary Energy Issues



**Multiple Fuels**



**Training**  
(Note: Generator Manual)



**Batteries: disposal, types,  
life?**



**Need for expeditionary  
shelters with efficient  
climate control**



# Expeditionary Energy Issues cont.



**Water delivery = trucks on the road**



**Potable Water Available  
(Concern is Distribution)**



**Purification of local water**





# SECNAV Goals

## “Bases-to-Battlefield”

|             |  |  |
|-------------|--|--|
| Battlefield | <u>Increase Alternatives Afloat</u>      | By 2020, 50 percent of <u>total DON</u> energy consumption will come from alternative sources                      |
|             | <u>Sail the “Great Green Fleet”</u>      | DON will demonstrate a Green Strike Group in local operations by 2012 and sail it by 2016                          |
| Bases       | <u>Increase Alternatives Ashore</u>      | By 2020, DON will produce at least 50 percent of shore-based energy requirements from alternative sources          |
|             | <u>Reduce Non-Tactical Petroleum Use</u> | By 2015, DON will reduce petroleum use in the commercial fleet by 50 percent                                       |
| Both        | <u>Acquisition Process Reform</u>        | Evaluation of energy factors will be mandatory when awarding contracts for platforms, weapon systems and buildings |



# CMC Guidance

## “Will Nest with SECNAV”

### Battlefield

Lighten the Combat Load

Reduce overall footprint in current and future operations

Lessen energy consumption & dependence on fossil fuels

Achieve resource efficiency in Expeditionary Operations

TBD by CG  
MCCDC in formed  
by the energy  
strategy

TBD by CG  
MCCDC informed  
by the energy  
strategy

TBD by USMC  
energy  
strategy

TBD by USMC  
energy  
strategy

### Bases

Reduce Energy Consumption

Reduce Water Consumption

Increase Renewable Electrical Energy

From 2003-2015, reduce  
energy consumption at  
Installations by 30 percent

Through 2020, reduce water  
consumption at Installations  
by 2 percent

By 2025, increase  
percentage of renewable  
electrical energy consumed  
at Installations to 25%



# Where are we going?

To change the way the Marine Corps employs energy in order to increase combat effectiveness, reduce our need for logistics support ashore and expand our freedom of action.

- Trucks off the road.
- A MEU which generates all its fresh water.
- A MEU (GCE) which is 20% more fuel efficient.
- A MEU (GCE) which can generate from alternative sources 20 % of its power needs for short periods of time.
  - Reduce the need for regular fuel resupply

Afghan solar power



# Specific Opportunities

- Improved power generation
  - Efficient generation
  - Deployable
  - Alternative fuels
  - Alternative power sources
- Fuel efficiency
  - Within current fleets
  - Within current distribution
  - Works on a battlefield





# Specific Opportunities

- Batteries
  - Length of life
  - Reduce the types
  - Storage & Disposal
  - Reduced weight
- Water
  - Locally produced
  - Locally purified



# End Result

- A more “Expeditionary” MAGTF.
- Greater resource efficiency = greater combat capability.
- Reduce our logistics needs.
  - Fewer trucks on the road = fewer casualties.



# Independent Program Manager's Principals

- Mr. David P. Karcher, Director, Energy Systems, SIAT  
Email: [david.karcher@usmc.mil](mailto:david.karcher@usmc.mil)  
Phone: 703-432-3842
- Mr. Brian S. Kummer, Energy & Financial Analyst, Energy Systems, SIAT  
Email: [brian.kummer@usmc.mil](mailto:brian.kummer@usmc.mil)  
Phone: 703-432-4412
- Maj Sanderson S. Styles, Expeditionary Energy Analyst, Energy Systems, SIAT  
Email: [sanderson.styles@usmc.mil](mailto:sanderson.styles@usmc.mil)  
Phone: 703-432-3854



# Questions?



Backup



# Overview

- Current challenges
- Increasing demands
- Where we want to go
- Specific needs
- What does this all mean?



# Expeditionary Energy

*“To be the premier, self-sufficient expeditionary force, instilled with an ethos, that efficient use of vital resources equates to increased combat effectiveness.”*

*(USMC Vision)*





# SCOPE

- **Bases to Battlefield:**
  - Encompasses the full spectrum of Marine operations, from bases to battlefield because *“Being truly expeditionary is based upon an institutional and individual mindset, not simply the ability to deploy overseas.” (USMC Vision and Strategy 2025)*
  - Recognizes that the development of ethos begins on the first day of Basic Training, continues into battle, and is reinforced in garrison
- **Emphasizes the unique USMC Niche--the expeditionary edge.**
- **Liquid mobility fuels** for Aviation and ground vehicles
  - Focuses on areas where we can have greatest impact: fuel saving initiatives, and efficiency in fuel infrastructure and management.
  - Supports Navy’s lead in the development of JP5/8 alternatives, advocate for ‘drop in’ replacements, and will be first to qualify new fuels on our equipment.
- **Informs the full DOTMLPF spectrum**

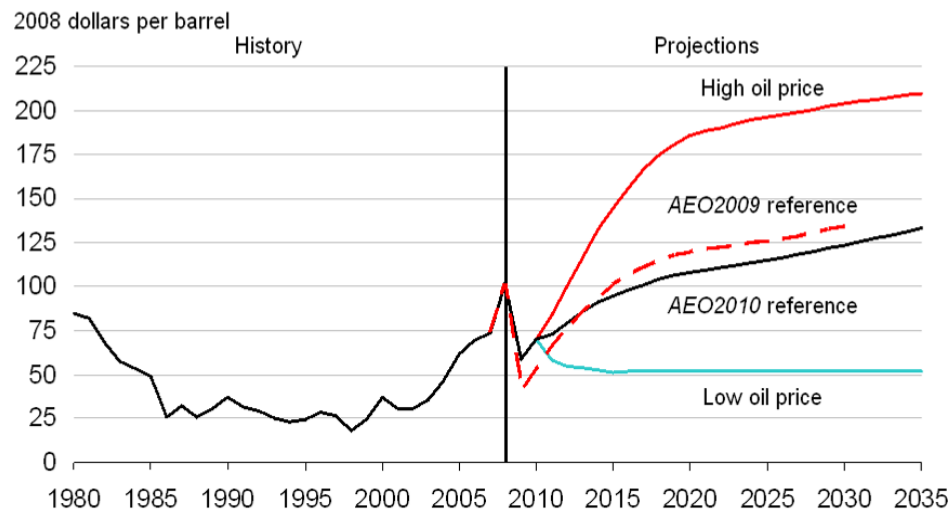


# Coming Train Wreck

***By 2025, the average cost of a barrel of oil will be \$120 and most of that oil will come from OPEC.***

***DoD will pay an additional \$4 Billion/year (not including inflation) for fuel from the most unstable regions of the world.***

Oil prices in the reference case rise steadily; the full AEO2010 will include a wide range of prices

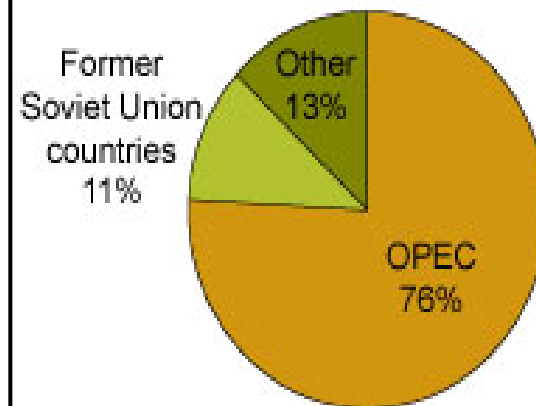


Richard Newell, SAIS, December 14, 2009

Source: Annual Energy Outlook 2010

*OPEC member countries held over three-quarters of the world's proven oil reserves at the end of 2006.*

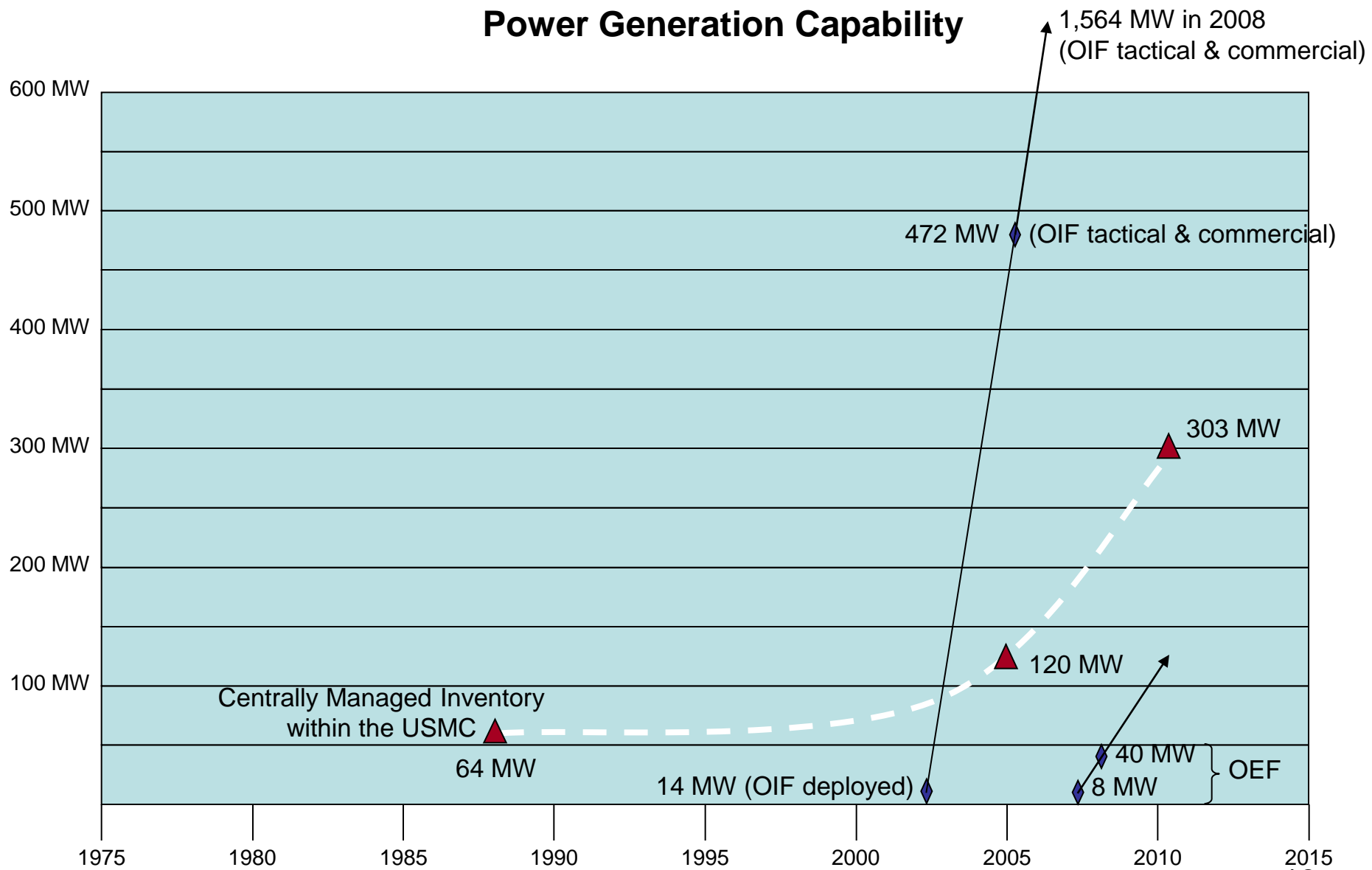
Proven Oil Reserves Holders



Source: BP Statistical Review of World Energy (2007)



## Power Generation Capability



## COMMANDER

### PEO Land Systems

PM Expeditionary Fighting Vehicle  
PM JPMO, Lightweight 155, Picatinny, NJ  
PM Marine Personnel Carrier (MPC)  
PM Logistics Vehicle System Replacement (LVSF)  
PM Joint Light Tactical Vehicle (JLTV)  
PM Medium Tactical Vehicle Replacement (MTVR)  
PM Ground/Air Task Oriented Radar (G/ATOR)  
PM Common Aviation Command & Control System (CAC2S)

### Chief of Staff

Operations Cell  
Postal  
Reserve Affairs  
Security

### Chief Management Office (CMO)

Facilities, Services and Supply (FS&S)  
Office of the Command Information Officer (CIO)  
Strategic Change Management Center (SCMC)

Sergeant  
Major

**EXECUTIVE DIRECTOR \***

### Special Staff

Corporate Communications  
International Programs (IP)  
Office of the Counsel >  
Office of Small Business Programs (OSBP)  
Safety <

Deputy Commander  
Resource Management \*^

Resource Mgmt  
Competency Domain/  
Competency Leaders

Director,  
Financial  
Management

Director,  
Workforce Management  
and Development

Deputy Commander  
SIAT \*^

Research & Systems  
Engineering  
Competency Domain/  
Competency Leaders

Director,  
Architectures and  
Engineering Analysis

Director,  
Information  
Assurance

Director,  
MAGTF and Joint  
Integration & Certification

Director,  
Systems Engineering  
and Technology

Commanding Officer  
MCTSSA  
Camp Pendleton, CA

Product Group 09 Director,  
Operational Forces Systems

Product Group 10 Director,  
Information Systems &  
Infrastructure

Product Group 11 Director,  
MAGTF C2, Weapons &  
Sensors Development & Integration

Product Group 12 Director,  
Communications, Intelligence,  
& Networking Systems

Product Group 13 Director,  
Infantry Weapons Systems

Product Group 14 Director,  
Armor & Fire Support Systems

Product Group 15 Director,  
Ground Transportation  
& Engineer Systems

Product Group 16 Director,  
Combat Equipment and  
Support Systems

Program Manager,  
Ammunition

Program Manager,  
Global Combat Support  
System-Marine Corps

Program Manager,  
Light Armored Vehicle  
Warren, MI

Program Manager,  
Mine Resistant  
Ambush Protected

Program Manager,  
Robotic Systems  
Warren, MI

Program Manager,  
Training Systems  
Orlando, FL

Deputy JPEO,  
Chemical & Biological  
Defense  
Arlington, VA

Assistant Commander  
Contracts ^

Contracts  
Competency Domain/  
Competency Leaders

Assistant Commander  
Life Cycle Logistics ^

Life Cycle Logistics  
Competency Domain/  
Competency Leaders

Assistant Commander  
Programs ^

Program Mgmt  
Competency Domain/  
Competency Leaders

\* = SES Position

^ = Competency Director

> = Counsel reports to DepCounsel to  
Commandant

< = Safety reports to SIAT



|                                | FY10  | FY11              | FY12               | FY13              | FY14              | FY15              |
|--------------------------------|---|-------------------|--------------------|-------------------|-------------------|-------------------|
| <div>RDT&amp;E<br/>PMC</div>   | \$1.2M<br>\$0.5M                                | \$2.4M<br>\$10.2M | \$5.8M<br>\$24.6M  | \$7.6M<br>\$23.8M | \$2.2M<br>\$37.5M | \$1.1M<br>\$42.3M |
| Radar Systems                  | TPS-59 SPDP Upgrade                             |                   |                    | Antenna PIP       |                   |                   |
|                                | FTAS – LCMR, TPC, TPQ-46 Fielding & Sustainment |                   |                    |                   |                   |                   |
|                                |   |                   |                    |                   |                   |                   |
| <div>RDT&amp;E<br/>PMC</div>   | \$1.2M<br>\$0.5M                                | \$2.4M<br>\$10.2M | \$5.8M<br>\$24.6M  | \$7.6M<br>\$23.8M | \$2.2M<br>\$37.5M | \$1.1M<br>\$42.3M |
| MAGTF C2 Systems               | MAGTF C2 COC 2010                               |                   | MAGTF C2 COC 2012  |                   | MAGTF C2 COC      |                   |
|                                | JTCW/GCCS/TCO                                   |                   |                    | NECC              |                   |                   |
|                                | MRC   | BFT – JCR         |                    |                   | JBC-P             |                   |
|                                | TACC/TAOC/DASC Sustainment & Upgrades           |                   |                    |                   |                   |                   |
|                                |   |                   |                    |                   |                   |                   |
| <div>RDT&amp;E<br/>PMC</div>   | \$1.2M<br>\$0.5M                                | \$2.4M<br>\$10.2M | \$5.8M<br>\$24.6M  | \$7.6M<br>\$23.8M | \$2.2M<br>\$37.5M | \$1.1M<br>\$42.3M |
| Air Defense<br>Weapons Systems | A-MANPADS INC 1                                 |                   | Weapon Replacement |                   |                   |                   |
|                                | CTN Fielding & Sustainment                      |                   |                    |                   |                   |                   |
|                                |   |                   |                    |                   |                   |                   |



# Strategic Goal

By 2025, the Marine Corps will be capable of deploying, to any location on the globe, Marine Expeditionary Forces, from the sea, capable of operating across the range of military operations in a joint environment; and able to organically produce their own energy and water required for command, control, and sustainment; our Marine Expeditionary Forces will only require liquid fuel for their mobility systems, these mobility systems will be more energy efficient than current systems are today.



# Capabilities Growth to Meet the Threat

|                             | 2001                | Today                 |
|-----------------------------|---------------------|-----------------------|
| Infantry BN T/E for Hummvee | 32 Canvas<br>xx lbs | 55 Up Armor<br>xx lbs |
| Infantry BN T/E for Radios  | 175<br>xx lbs       | 1,220<br>xx lbs       |
| Infantry BN MRAP            | 0<br>0 lbs          | 83<br>50K lbs/vehicle |
| Optics/NVGs                 | xx<br>xx lbs        | xx<br>xx lbs          |
| Generators                  | xx<br>xx lbs        | xx<br>xx lbs          |

Energy demand and weight have skyrocketed.





# How will we get there?

- Focus on the small unit, MAGTF environment while leveraging the joint solution.
- Lighten our load
  - Energy use
  - Weight
- Work across the DOTMLPF
  - Policy
  - Training
  - Experimentation
  - Material solution.
- Seek Industry's ideas
  - Art of the possible
  - Innovative solutions





# **MARINE CORPS SYSTEMS COMMAND PROGRAM EXECUTIVE OFFICER LAND SYSTEMS**

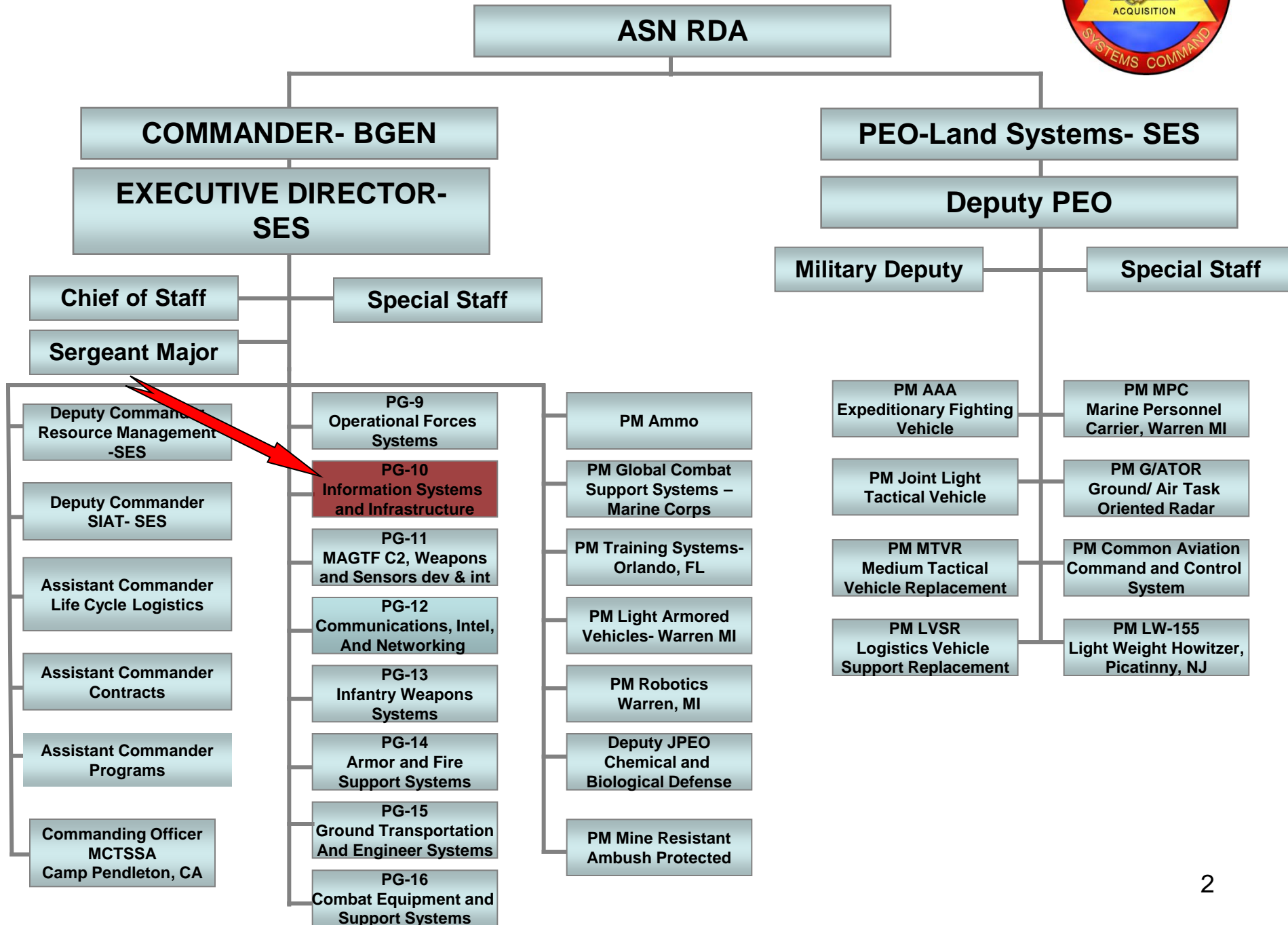


**Advanced Planning Briefing to Industry  
5-7 April 2010**

## **Information Systems and Infrastructure Product Group 10 Overview**

**Ms. Karen M. Davis  
Product Group Director**

# Organizational Line



# Information Systems and Infrastructure Product Group 10

Product Group Director  
Ms. Karen M. Davis

## Strategic Business Team & Competency Leaders (CL)

Program Management CL – Mr. Keith Lockett  
Program Management – Ms, Monica Smith  
Engineering CL - Mr. Ignacio Filgueira  
Logistics CL – Ms. Kathy Embrey  
Financial Management CL - Ms. Melinda Busansky  
Contracts CL - Mr. Dave Berry  
Manpower, Personnel & Training - Mr. Danny Hundley

Mission - Serve as the USMC's agent for design, acquisition and sustainment of the Information Systems and Infrastructure used to accomplish the Marine Corps Warfighting Mission.

Vision - Be the recognized leader in delivering forward-focused information technology solutions and capabilities.

Common Computing  
Resources  
Mr. Ken Beutel

Marine Corps Network  
Infrastructure Systems  
Mr. Al Cruz

Total Force IT  
Services  
Maj Ross Monta

Marine Corps Enterprise  
Services  
Ms. Deb Olson



5 Nov 2009

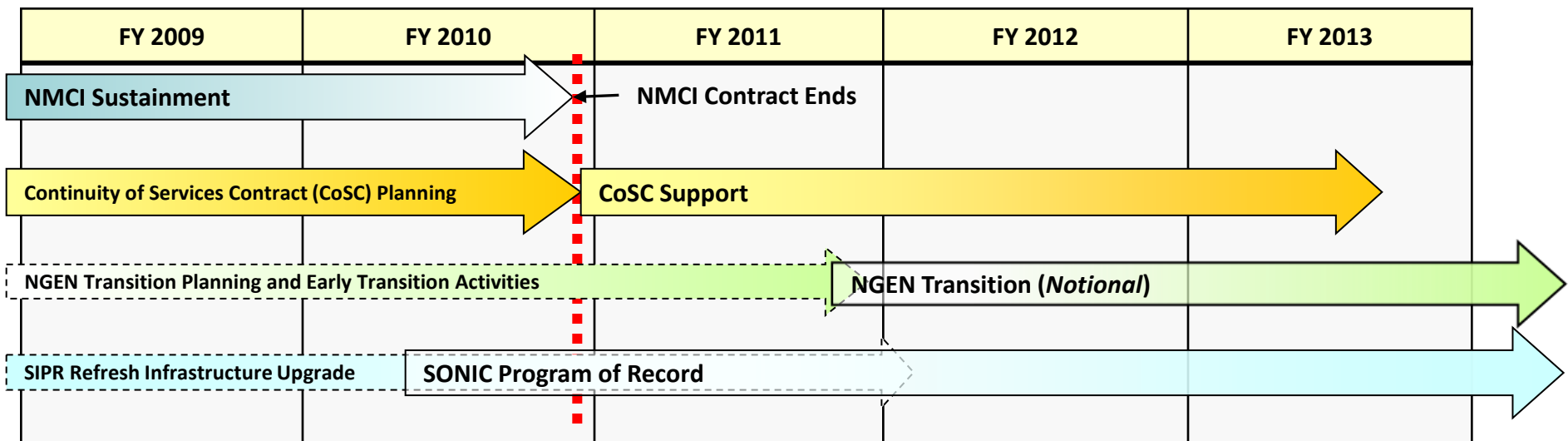
# FYDP Investments

| (\$ in Millions) | FY10     | FY11     | FY12     | FY13     | FY14     | FY15     |
|------------------|----------|----------|----------|----------|----------|----------|
| RDT&E            | \$ 16.4  | \$ 28.6  | \$ 34.4  | \$ 24.9  | \$ 22.9  | \$ 21.4  |
| PMC              | \$ 115.9 | \$ 273.6 | \$ 227.6 | \$ 291.3 | \$ 205.8 | \$ 183.8 |



# Marine Corps Network and Infrastructure Services

Coordinating the USMC transition from today's IT environment into the future environment



# Total Force Information Technology Systems

## Near-Term Program Initiatives

- Total Force Structure Management System (TFSMS)
  - Increment II Full and Open PDSS and SI
- Civilian Workforce Development Application (CWDA)
  - Full and Open PDSS and SI
- Manpower Assignment Support System (MASS)
  - Full and Open PDSS with Reengineering
- Optical Digital Imaging Records Management System (ODI-RMS)
  - Full and Open PDSS
- Technical Engineering and Assistance Team (TE&AT)
  - CEoSS
- Automated Manifest System – Tactical (AMS-TAC)
  - Full and Open PDSS and SI
- MAGTF Deployment Support System II (MDSS II)
  - Full and Open PDSS and New Development
- MAGTF Data Library
  - Full and Open PDSS





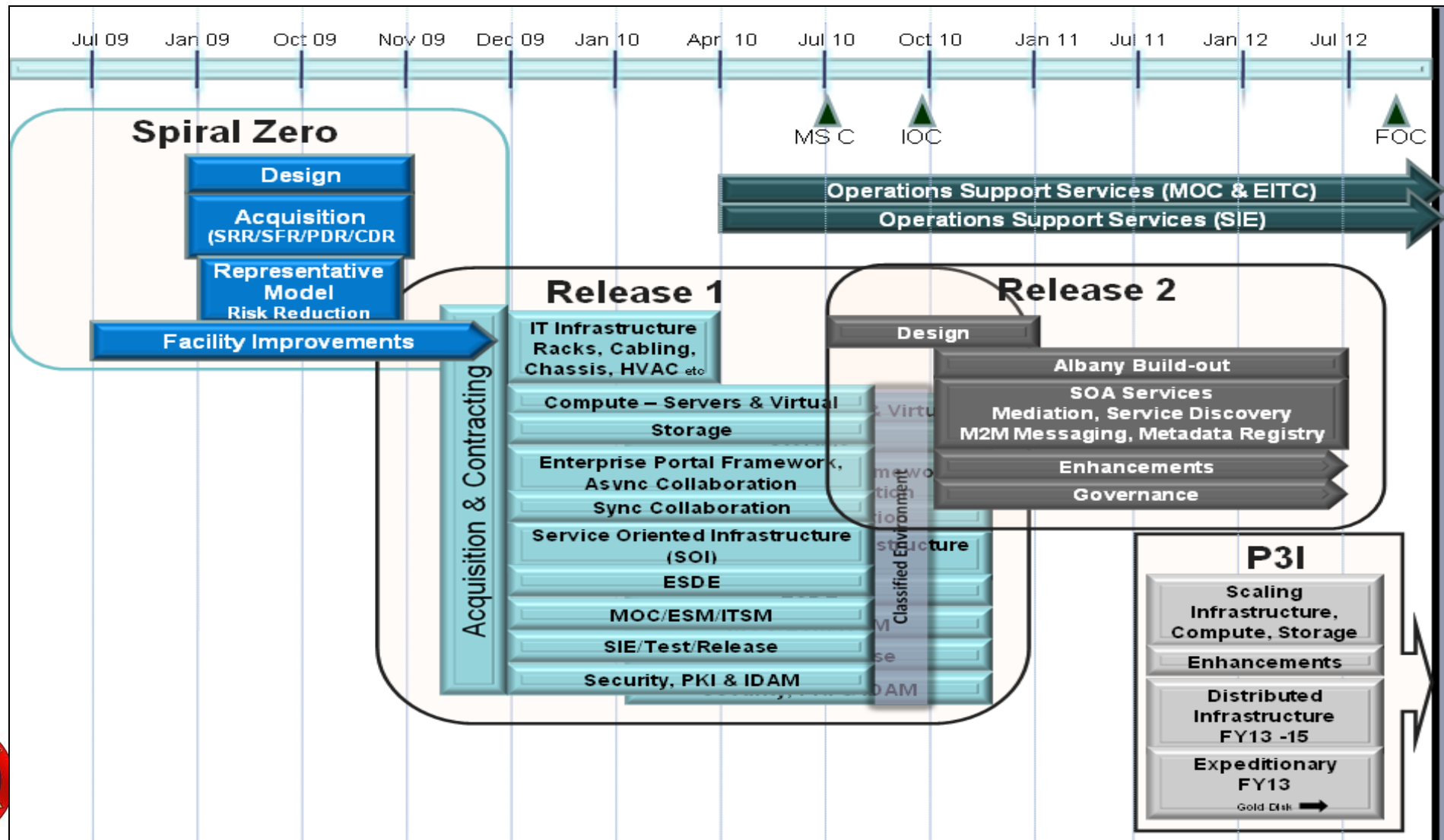
# Common Computing Resources

## Near-Term Program Initiatives

- Marine Corps Common Hardware Suite (MCHS)
  - Laptop and Desktop Indefinite Delivery Indefinite Quantity (IDIQ)
  - Network Devices, Services and Maintenance BPA/IDIQ
- Base Telecommunications Infrastructure
  - Outside Cable Plant (various bases)
  - Enterprise Switch/Voice Mail Software
- Defense Message System hardware refresh
- Systems, Standards and Technology
  - Enterprise Information Technology Services Management
  - Determine USMC-specific demonstration opportunities



# Marine Corps Enterprise Services Information Technology Services (MCEITS)



MCEITS - Enabling computing and communications capabilities of the Marine Air-Ground Task Force Command and Control (MAGTF C2) Framework

# Initiatives

- Green IT
- Data Centers
- S&T in Computing
- Data Storage & Retrieval



# Panel Q&A





# **MARINE CORPS SYSTEMS COMMAND**

## **PROGRAM EXECUTIVE OFFICER LAND SYSTEMS**



Advanced Planning Briefing to Industry  
5-7 April 2010

## **Product Group 15**

### **“Ground Transportation and Engineer Systems”**

**Colonel Mike Micucci, USMC**

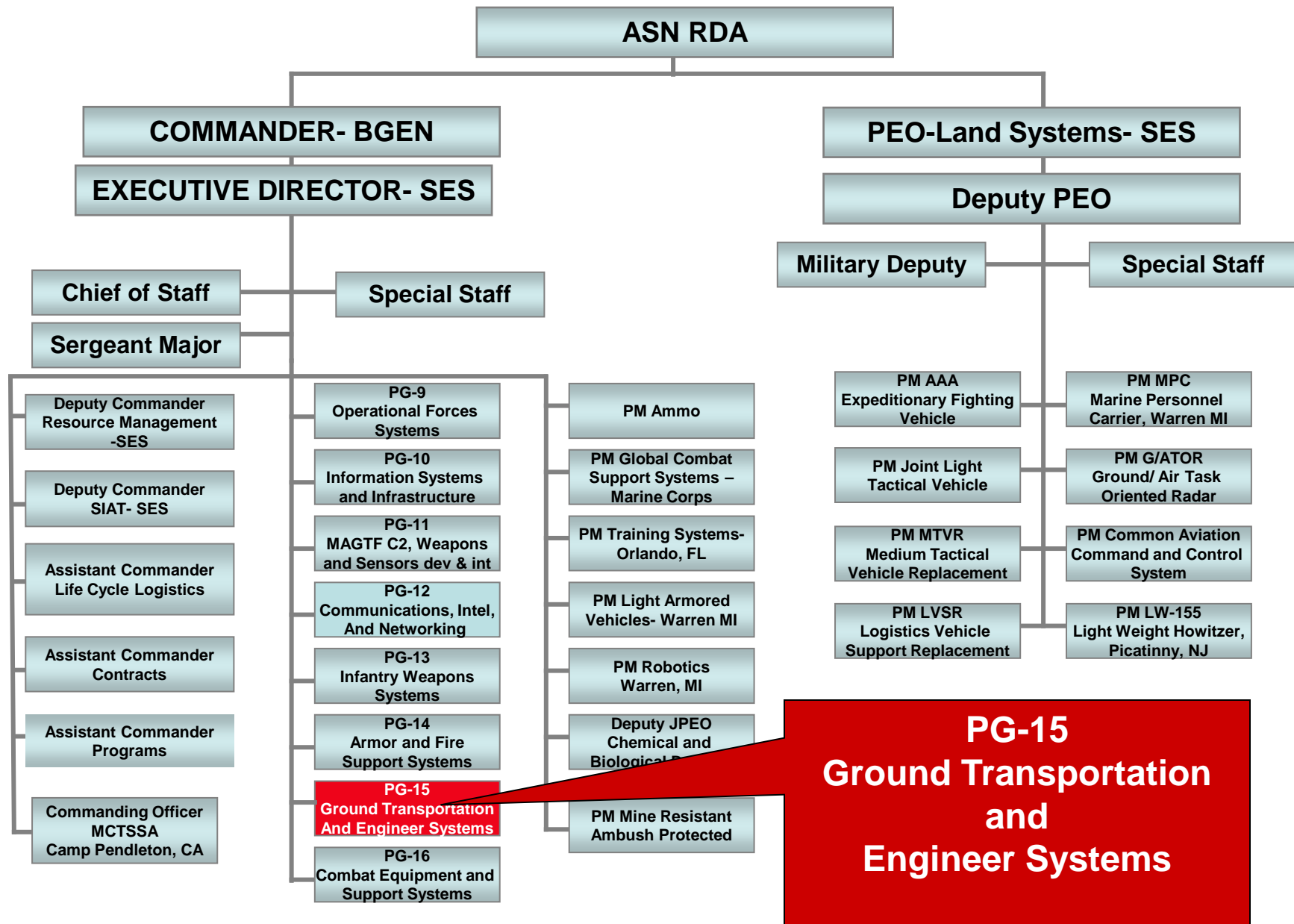
# Agenda

- Who
- What
- When
- Time
- Why





# Organizational Line Chart





# FYDP Investments

|  | FY10   | FY11                       | FY12                      | FY13                      | FY14                      | FY15                      |
|--|--|----------------------------|---------------------------|---------------------------|---------------------------|---------------------------|
| <b>RDT&amp;E<br/>PMC</b>               | <b>\$2.1M<br/>\$47.5M</b>  | <b>\$3.9M<br/>\$22.0M</b>  | <b>\$0.6M<br/>\$24.8M</b> | <b>\$0.6M<br/>\$47.5M</b> | <b>\$0.7M<br/>\$61.4M</b> | <b>\$0.7M<br/>\$60.5M</b> |
| <b>Motor Transport</b>                 | <b>HMMWV RECAP / ITV / MTRV Trailer / P-19 / Flatrack</b>                        |                            |                           |                           |                           |                           |
|  | <b>HMMWV RECAP / ITV SUSTAINMENT / FAMILY OF TACTICAL TRAILER</b>                |                            |                           |                           |                           |                           |
| <b>RDT&amp;E<br/>PMC</b>               | <b>\$6.4M<br/>\$199.3M</b>   | <b>\$4.4M<br/>\$154.4M</b> | <b>\$6.6M<br/>\$90.5M</b> | <b>\$3.9M<br/>\$91.1M</b> | <b>\$ -<br/>\$128.0M</b>  | <b>\$ -<br/>\$121.0M</b>  |
| <b>Engineer Systems</b>                | <b>Assault Breacher Vehicle / Route Clearance</b>                                |                            |                           |                           |                           |                           |
|  | <b>Tactical Fuel Systems / Water Purification and Distribution System</b>        |                            |                           |                           |                           |                           |
|  | <b>Family of EOD Equipment / Bridging and Engineer Modification Equipment</b>    |                            |                           |                           |                           |                           |
|  | <b>Family of Materiel Handling and Family of Construction Engineer Equipment</b> |                            |                           |                           |                           |                           |
| <b>RDT&amp;E<br/>PMC</b>               | <b>\$0.5M<br/>\$48.8M</b>  | <b>\$0.6M<br/>\$25.4M</b>  | <b>\$0.9M<br/>\$34.1M</b> | <b>\$1.0M<br/>\$35.0M</b> | <b>\$1.0M<br/>\$37.1M</b> | <b>\$1.0M<br/>\$37.3M</b> |
| <b>Expeditionary<br/>Power Systems</b> | <b>Advance Power Systems and Equipment / On board Vehicle Power</b>              |                            |                           |                           |                           |                           |
|  | <b>Mobile Electric Power / Environmental Control Equipment / Containers</b>      |                            |                           |                           |                           |                           |



## PG 15: Ground Transportation and Engineer Systems

- **PM Engineer Systems**
- **PM Expeditionary Power Systems**
- **PM Motor Transport**

### Competency Alignment Team

- Business Manager: *Jack E. Cave*
- Operations Manager: *Wanda McLennan*
- Contracts Manager: *Lynn Frazier*
- Lead Financial Manager: *Steven E. Costa*
- Lead Engineer: *Matthew McBride*
- Lead Logistician: *Jeffrey L. Davidson*
- Science and Technology: *Scott Story*
- Manpower, Personnel, and Training: *Kevin Scott*



## PG 15: Ground Transportation and Engineer Systems

- **PM Engineer Systems**
- **PM Expeditionary Power Systems**
- **PM Motor Transport**

### **Areas of Opportunities**

1. Material Handling/ Construction Equipment
2. Engineer Support Equipment
3. Combat Engineer Equipment
4. Motor Transportation
5. Expeditionary Powers Systems



# Material Handling/ Construction Equipment



## OPPORTUNITIES

- Lightweight Rough Terrain Forklift
- Extendable Boom Forklift
- Matting System



# Engineer Support Equipment

## OPPORTUNITIES

- Tactical Fuel/Water Systems
- Portable Fuel Analyzer
- Expeditionary Water Packaging System



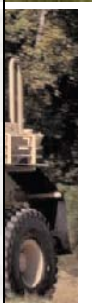


# Combat Engineer Equipment



## OPPORTUNITIES

- GPR Mine Detector
- Mine Rollers
- Robots



# Motor Transport

## OPPORTUNITIES

- Heavy Trailers (40/50 ton MHETs)
  - Suspension systems
  - Tire technology
- HMMWV Recap
  - Roll over protection
  - Lighter weight armor solutions
  - Driveline improvements to the vehicle
  - Implementation of stability control
  - Improved blast mitigating seats and restraint systems
  - Improved fire suppression





# Power Systems



## OPPORTUNITIES

- Family of Environmental Control Units
- Joint Modular Intermodal Container
- Lithium Ion Battery Charger
- Radio Power Adaptors
- Ruggedized Power Supply
- Generator micro-grid for energy efficiency - Broad Agency Announcement
- Lighten the Load power management at the individual Marine level
- Tactical Renewable Expeditionary Energy Systems with Broad Agency Announcement



# QUESTIONS ?

- PM Engineer Systems
- PM Expeditionary Power Systems
- PM Motor Transport

## Product Group 15 Team

Director: *Colonel Mike Micucci, USMC*

Business Manager: *Jack E. Cave*

Operations Manager: *Wanda McLennan*

Contracts Manager: *Lynn Frazier*

Lead Financial Manager: *Steven E. Costa*

Lead Engineer: *Matthew McBride*

Lead Logistician: *Jeffrey L. Davidson*

Science and Technology: *Scott Story*

Manpower, Personnel and Training: *Kevin Scott*





# **MARINE CORPS SYSTEMS COMMAND PROGRAM EXECUTIVE OFFICER LAND SYSTEMS**



**Advanced Planning Briefing to Industry  
5-7 April 2010**

## **MAGTF COMMAND AND CONTROL, WEAPONS AND SENSORS DEVELOPMENT AND INTEGRATION**



**Col Peter C. Reddy, USMC  
Director, Product Group 11**

# Advanced Planning Briefing to Industry

## PG 11 Portfolio

**63 Total Projects**  
**\$3.3B FY09-15**

**PGD: Col Pete Reddy**

**MC2I Systems Integration  
Team: Mr. Darrell Schultz**

**Air Defense Weapons  
Systems:  
LtCol Brock McDaniel**

- CTN (III)
- JSS (III-AF)
- MACCS
  - MACCS-S (AAP)
    - ADCP
    - BLOS
    - CDLS
    - CIS
    - DASC-AS
    - SAAWF
    - TAOM
  - MTAOM (AAP)

- GBAD-T
  - A-MANPADS (AAP)
  - A-MANPADS Incr I (AAP)
  - A-MANPADS Incr II (NA)
  - LAAD Sustainment
- Unmanned Systems**
  - MUAS (WASP) (UUNS-N)
  - SURSS (Raven B) (IVT-N)
  - ISR Services (UUNS)
  - STUAS (tbd) (III-N)
  - Video Terminals
    - ROVER (UUNS)
    - Video Scout (AAP)
    - RVVT (NA)

**MAGTF C2 Systems:  
Mr. Erik Gardner**

- AFATDS (II-A)
  - BUCS
  - MTS
- BFS
  - BFSA
    - D-DACT (IVT)
      - C2CE
    - BFT FoS (tbd)
      - BFT
      - BFT II
      - JCR
      - KGV-72
      - MRC
    - JBC-P (NA-A)
- BTID/JCTI-G (SI-A)
  - JCIMS (UUNS)
  - COC
    - COC CS II-IV (III)
      - OEF UUNS (UUNS)
      - MAGTF C2 COC Model G
    - M2C2 (MRAP) (UUNS)
  - JTCW (IVT)
  - TLDHS (III)
  - GCCS (IAM-J)
  - TCO (IVT)

**Radar Systems:  
Mr. Reginald Brown**

- Long Range Radar
  - AN/TPS-59 (IVT)
    - (V)3 Incr I
    - (V)3 Incr II
  - 3DELRR (SI-AF)
- FMS (7 Cases)
- FTAS
  - AN/TPQ-46 (III)
  - LCMR (AAP)
  - TPS (AAP)

### Legend

C2ID

FMID

FPID

• NA = Not Assigned

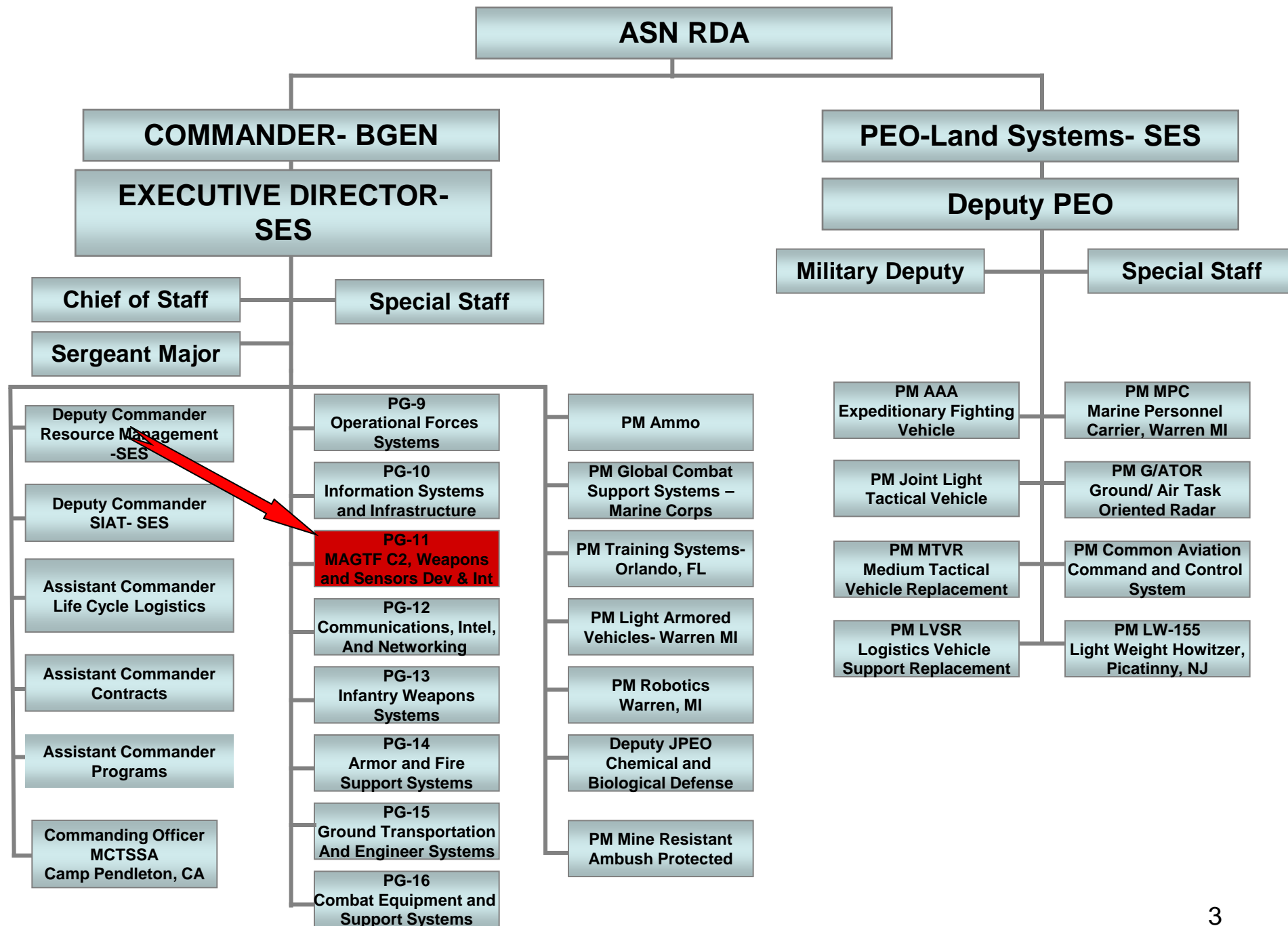
### Technology Initiatives

- Battlefield Sensor Netting
- BMS-MC / DBMA
- COP Fusion Tools / SIE
- Corporal
- MOSS
- M2C2
- TEDS



# Advanced Planning Briefing to Industry

## MCSC Organization Line Chart



## Product Group Principals:

Product Group Director: *Col Pete Reddy*

PM Air Defense Weapons Systems/Unmanned Systems: *Lt Col Brock McDaniel*

PM MAGTF C2 Systems: *Mr. Erik Gardner*

PM Radar Systems: *Mr. Reginald Brown*

MC2I Systems Integration Team: *Mr. Darrell Schultz*

















### Competency Alignment Team

- Business Manager: *Ms. Kristine Rinaldo*
- Contracts Manager: *Ms. Lee Hoyland*
- Lead Financial Manager: *Ms. Diana Wyatt*
- Lead Engineer: *Ms. Jeanette Evans-Morgis*
- Lead Logistician: *Ms. Jennifer Griggs*



# Advanced Planning Briefing to Industry

## PG 11 FYDP Investments

|                                | FY10  | FY11   | FY12  | FY13  | FY14  | FY15  |
|--------------------------------|---|--|---|---|---|---|
| RDT&E<br>PMC                   | \$17.3M<br>\$10.1M  | \$23.7M<br>\$5.7M  | \$34.1M<br>\$11.4M  | \$31.6M<br>\$43.6M  | \$8.0M<br>\$30.6M   | \$8.6M<br>\$31.6M   |
| Radar Systems                  | TPS-59 DPG Refresh  |  |  | Exc-Rcvr, Mode 5, Pwr Cab Refresh   |   |   |
|                                |    |   | FTAS – LCMR, TPS, TPQ-46 Fielding & Sustainment                                     |   |   |   |
|                                |   |  |   |   |   |   |
| RDT&E<br>PMC                   | \$39.5M<br>\$110.3M   | \$45.7M<br>\$194.3M  | \$51.4M<br>\$48.3M  | \$58.9M<br>\$103.0M   | \$60.5M<br>\$102.0M   | \$49.1M<br>\$65.2M  |
| MAGTF C2 Systems               | COC Model F   |  |   | COC CAPSET I  |   | C2 Airborne   |
|                                |    | JTCW/GCCS/TCO  |   |    | JC2   |   |
|                                | MRC   |  | BFT – JCR   |   | JBC-P   |   |
|                                |   |  |   |   | JCTI  |   |
| RDT&E<br>PMC                   | \$37.5M<br>\$95.9M  | \$39.0M<br>\$96.0M   | \$32.4M<br>\$58.4M  | \$35.4M<br>\$88.1M  | \$19.1M<br>\$78.4M  | \$17.3M<br>\$80.6M  |
| Air Defense<br>Weapons Systems |  | Raven B SURSS  |   |  | Group 3 UAS   |   |
|                                |  |  | A-MANPADS INC 1   |   |  | Weapon Replacement  |
|                                |  |  | CTN Fielding & Sustainment  |   |   |  |
|                                |   |  |   |   |   |   |





## Mobile Modular Command and Control

First System Deployed Six Months After Receipt of Funding



- High bandwidth on-the-move SATCOM (Ku-band) for extremely robust digital data and Voice-Over-IP communications
- Staff kits: Twelve CF19 Toughbook laptops with full COC tactical software load; connected to M2C2 vehicle and each other by secure wireless LAN (SECNET 11), minimum 500 meter range; TOCNET intercom provides full access to all radios and freqs.
- Full suite of tactical radios: PRC-117F, EPLRS, PRC-150, PRC-152
- Three network enclaves: SIPR, NIPR and Coalition/Mission Secret
- The M2C2 Cat 1 Cougar vehicle retains Blue Force Tracker and counter-IED in its suite of equipment.
- Twelve months of sustainment in-theater including field engineers, spare and repair parts, training, help desk, documentation.
- Systems two and three will be delivered to theater in August 2010.



## Mobile Tactical Air Operations Module AN/TSQ-269

- Description: The MTAOM provides an expeditionary transportable Air Command and Control system. The MTAOM is based on the TAOM equipment. It is housed in a S-788/G shelter mounted on a M1152 A1 High Mobility Multipurpose Wheeled Vehicle (HMMWV). Power and ECU are provided by the Integrated Trailer ECU and Generator (ITEG) system. When connected with radar and the AN/MRQ-12(V)4 Communication Interface System the MTAOM provides the capabilities to operate as an Early Warning/Control center.
- Tactical Data Link Capabilities:
  - TDL A
  - TDL B
  - TDL J
  - ATDL-1
  - NATO Link 1
  - JREAP A
  - JREAP B
  - JREAP C
- Communication Assets:
  - 2 AN/VRC-103 radios
  - 1 AN/GRC-171(V)B4 radio
  - 1 AN/USQ-140(V)11 MIDS radio
  - 1 1000Kw HF radio
- Fielding: Starts 4<sup>th</sup> quarter FY10



## Family of Target Acquisition Systems

- **AN/TPQ-46 Firefinder Radar**
  - Upgraded Armored Vehicles (M1152A1 w B2 and M1151A1 w B1)
  - Procure and field additional systems to meet CMC 202k AAO
  - Procure and field additional systems to meet Reset the Force Initiative
  - EPLRS Radio capability (Dual digital network)
  - Procured Maintenance Tactical Mobile Forward 7187 to enhance RAM
- **AN/TPQ-48 Lightweight Counter Mortar Radar**
  - Plan, Provision, and Source Equipment Density Lists (EDL) for OIF and OEF (32 systems)
  - Pursuing V2 upgrades that enhance performance
  - Provided in-country and on site training to deploying units
- **AN/TSQ-267 Target Processing Set**
  - Standardize Target Processing Center (TPC) equipment layout
  - Provides a platform for the standardization of TPC Tactics, Techniques, and Procedures (TTPs)



***Many Challenges Remain:***

- **Net-centricity, the Service-Oriented Environment and the Transition to JC2**
- **USMC / USA JROC-directed Convergence**
- **Combat ID**
- **Integrating New C2 Technologies to Improve Existing Capabilities**
- **Footprint Reduction**
- **Green Initiatives**
- **Sustaining Today's Systems Until Tomorrow's Systems Arrive**
- **Reducing Time to Fuse Multi-level Data at and from the Aviation Combat Element (ACE), Ground Combat Element (GCE), Command Element (CE), and Logistics Combat Element (LCE)**





# Advanced Planning Briefing to Industry

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    - KGV-72
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- M2C2
- TEDS



# **MARINE CORPS SYSTEMS COMMAND** **PROGRAM EXECUTIVE OFFICER LAND SYSTEMS**



**Advanced Planning Briefing to Industry**  
**5-7 April 2010**

## **Mine Resistant Ambush Protected (MRAP) Vehicle Overview**

**Mr. Andrew Rodgers, DPM, M-ATV**

**Mr. Paul Mann, Program Manager**

# 5 W's

**JPO MRAP is responsible for the production and fielding of armored vehicles to Equip the Warfighter to win!**

➤ **Active production of MRAPs in 2010:**

|                      |             |
|----------------------|-------------|
| ▪ BAE SOCOM RG-33    | Qty - 58    |
| ▪ GDLS RG-31 A2      | Qty - 250   |
| ▪ Navistar Dash      | Qty - 1,050 |
| ▪ Oshkosh M-ATV      | Qty - 1,460 |
| ▪ FMS for production | TBD         |



***JPO MRAP will continue to support the Warfighter through constant modernization and Capability Insertion (CI) efforts to improve survivability capability in order to outpace the threat.***

➤ **We need the best of breed in technology and materials to enhance the MRAP Fleet**

- |                                |                            |
|--------------------------------|----------------------------|
| ▪ Lighter platforms            | ▪ Improved Fuel Efficiency |
| ▪ Ability to move more payload | ▪ Integration Commonality  |
| ▪ More off road capability     | ▪ Improved survivability   |





## COMMANDER

### PEO Land Systems

PM Expeditionary Fighting Vehicle  
PM JPMO, Lightweight 155, Picatinny, NJ  
PM Marine Personnel Carrier (MPC)  
PM Logistics Vehicle System Replacement (LVSR)  
PM Joint Light Tactical Vehicle (JLTV)  
PM Medium Tactical Vehicle Replacement (MTVR)  
PM Ground/Air Task Oriented Radar (G/ATOR)  
PM Common Aviation Command & Control System (CAC2S)

### Chief of Staff

Operations Cell  
Postal  
Reserve Affairs  
Security

### Chief Management Office (CMO)

Facilities, Services and Supply (FS&S)  
Office of the Command Information Officer (CIO)  
Strategic Change Management Center (SCMC)

### Sergeant Major

## EXECUTIVE DIRECTOR \*

### Special Staff

Corporate Communications  
International Programs (IP)  
Office of the Counsel >  
Office of Small Business Programs (OSBP)  
Safety <

### Deputy Commander Resource Management \*^

Resource Mgmt  
Competency Domain/  
Competency Leaders

Director,  
Financial  
Management

Director,  
Workforce Management  
and Development

### Deputy Commander SIAT \*^

Research & Systems  
Engineering  
Competency Domain/  
Competency Leaders

Director,  
Architectures and  
Engineering Analysis

Director,  
Information  
Assurance

Director,  
MAGTF and Joint  
Integration & Certification

Director,  
Systems Engineering  
and Technology

Commanding Officer  
MCTSSA  
Camp Pendleton, CA

Product Group 09 Director,  
Operational Forces Systems

Product Group 10 Director,  
Information Systems &  
Infrastructure

Product Group 11 Director,  
MAGTF C2, Weapons &  
Sensors Development & Integration

Product Group 12 Director,  
Communications, Intelligence,  
& Networking Systems

Product Group 13 Director,  
Infantry Weapons Systems

Product Group 14 Director,  
Armor & Fire Support Systems

Product Group 15 Director,  
Ground Transportation  
& Engineer Systems

Product Group 16 Director,  
Combat Equipment and  
Support Systems

Program Manager,  
Ammunition

Program Manager,  
Global Combat Support  
System-Marine Corps

Program Manager,  
Mine Resistant Ambush  
Protected Vehicles

Program Manager,  
Light Armored Vehicle  
Warren, Michigan

Program Manager,  
Robotic Systems  
Warren, MI

Program Manager,  
Training Systems  
Orlando, FL

Deputy JPEO,  
Chemical & Biological  
Defense  
Arlington, VA

### Assistant Commander Contracts ^

Contracts  
Competency Domain/  
Competency Leaders

### Assistant Commander Life Cycle Logistics ^

Life Cycle Logistics  
Competency Domain/  
Competency Leaders

### Assistant Commander Programs ^

Program Mgmt  
Competency Domain/  
Competency Leaders

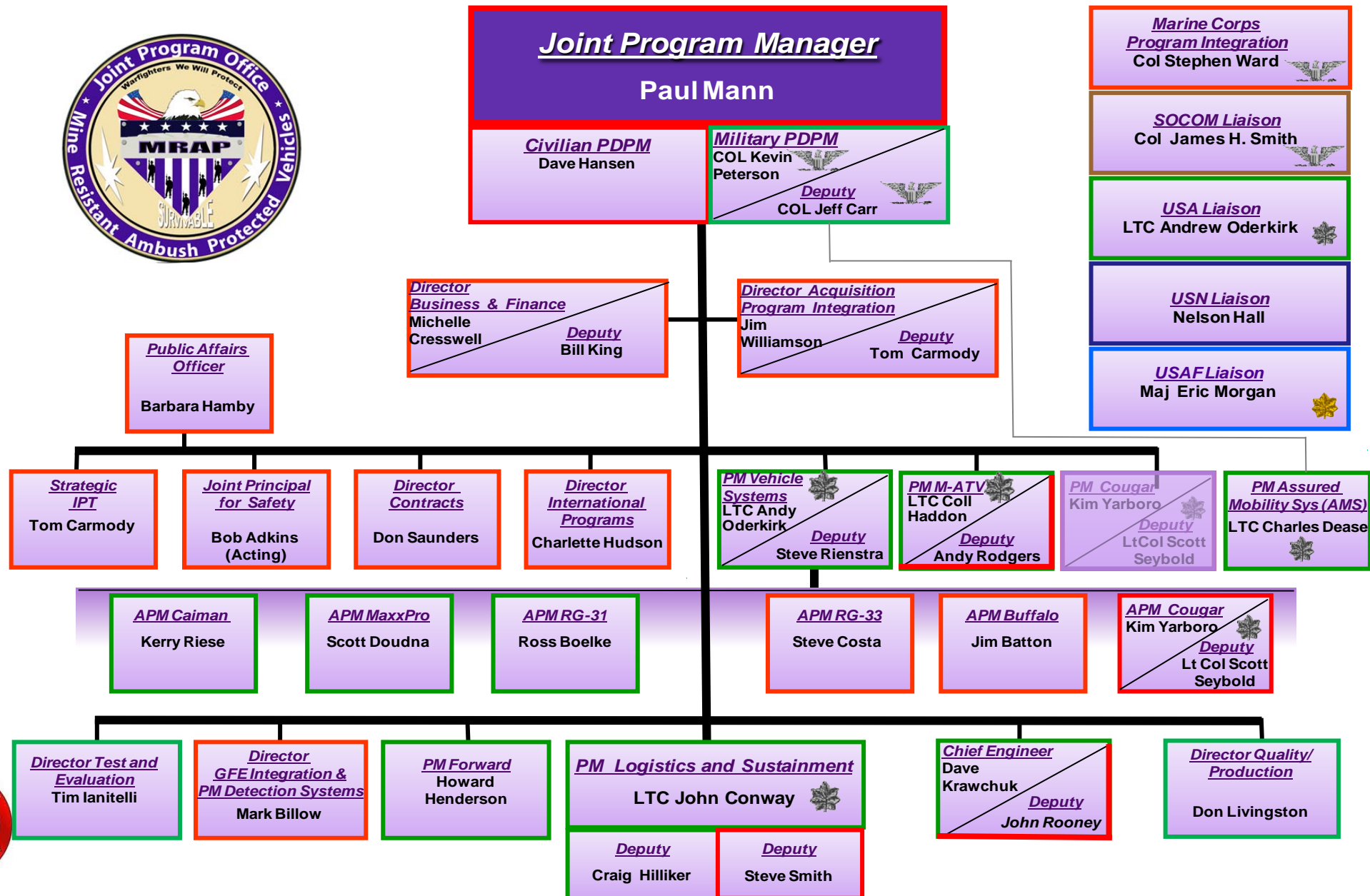
\* = SES Position

^ = Competency Director

> = Counsel reports to DepCounsel to Commandant

< = Safety reports to SIAT





Unclassified

As of : 02/18/10

# MRAP Vehicle Program Funding Request/Appropriation Overview (RDT&E, Procurement and O&M through FY11)

As of 15 Mar 10

|                |  |               | Nov-06                 |              |                     |                           |                        | Oct-08                 | Jul-09      | Dec-09                  | Dec-09                 |                        |                        |  |
|----------------|--|---------------|------------------------|--------------|---------------------|---------------------------|------------------------|------------------------|-------------|-------------------------|------------------------|------------------------|------------------------|--|
| \$B            | FY05<br>JIEDDO   | FY06<br>Funds | FY07<br>Bridge<br>Supp | FY07<br>Supp | FY07<br>Adj/<br>ATR | FY08<br>Bridge<br>Supp CR | FY08<br>Bridge<br>Supp | FY09<br>Bridge<br>Supp | FY09<br>OCO | FY10<br>OCO/<br>MRAP TF | FY10<br>OCO/<br>OCO TF | FY10<br>OCO<br>Request | FY11<br>OCO<br>Request |  |
| USMC           | \$0.043  |               | \$1.031                | \$1.303      | \$0.119             | \$5.200                   | \$11.630               | \$1.700                | \$4.543     | \$6.281                 | \$5.000                | \$1.123                | \$3.415                |  |
| USA            | -  | -             | \$0.090                | \$1.217      | \$0.798             |                           |                        |                        |             |                         |                        |                        |                        |  |
| USN            |  | \$0.130       | \$0.060                | \$0.137      | \$0.107             |                           |                        |                        |             |                         |                        |                        |                        |  |
| USAF           | -  | -             | -                      | \$0.139      | \$0.031             |                           |                        |                        |             |                         |                        |                        |                        |  |
| SOCOM          | -  | -             | -                      | \$0.259      | \$0.110             |                           |                        |                        |             |                         |                        |                        |                        |  |
| TOTAL          | \$0.043  | \$0.130       | \$1.181                | \$3.055      | \$1.165             | \$5.200                   | \$11.630               | \$1.700                | \$4.543     | \$6.281                 | \$5.000                | \$1.123                | \$3.415                |  |
| Total by FY:   | \$0.043  | \$0.130       | \$5.400                |              |                     | \$16.830                  |                        | \$6.243                |             | \$12.404                |                        |                        | \$3.415                |  |
| Cumulative:    | \$0.043  | \$0.173       | \$1.354                | \$4.408      | \$5.573             | \$10.773                  | \$22.403               | \$24.103               | \$28.646    | \$34.927                | \$39.927               | \$41.050               | \$44.465               |  |
| Vehicle<br>QTY | 16,238   |               |                        |              |                     |                           |                        |                        |             |                         | 6,644 + 4,000          |                        |                        |  |
|                | 26,882 (25,700 procured through LRIP 17; 1,182 to be procured) |               |                        |              |                     |                           |                        |                        |             |                         |                        |                        |                        |  |

## Notes:

- RDT&E, Procurement, and O&M for Testing, Vehicles, GFE/integration, ECPs, Logistics Support and Transportation costs
- RDT&E includes Ballistic Test Articles
- Includes realignments and reprogrammings to date



# Meeting the Needs

The “**WHAT**” we need from Industry is important?

## ☐ Enhancements to help the Warfighter Shoot, Move, & Communicate

- Afghanistan is our focus
- Sustainment of our equipment
- Manpower to support readiness



The “**HOW**” industry acts and reacts is essential to our tempo

## ☐ Industry’s role

- Flexibility - Must be nimble and responsive to changing TTPs
- Forward thinking – Anticipating COAs and ready to react
- Fast moving – To keep pace with Warfighter’s needs

## ☐ Government’s role to promote rapid acquisition in support of MRAP

- Communication
- Coordination
- Contracting processes that make sense





# JPO MRAP Panel

Mr. Don Saunders  
Officer

JPO MRAP Lead Contracting

Mr. Steve Smith

JPO MRAP Deputy PM, Logistics

Mr. Jim Williamson

JPO MRAP Acquisition Team Lead



Questions ?





# **MARINE CORPS SYSTEMS COMMAND**

## **PROGRAM EXECUTIVE OFFICER LAND SYSTEMS**



**Advanced Planning Briefing to Industry**  
**5-7 April 2010**

# **Combat Equipment and Support Systems**

## **Product Group 16**

### **Overview**

**Colonel Joe Shrader, Product Group Director**

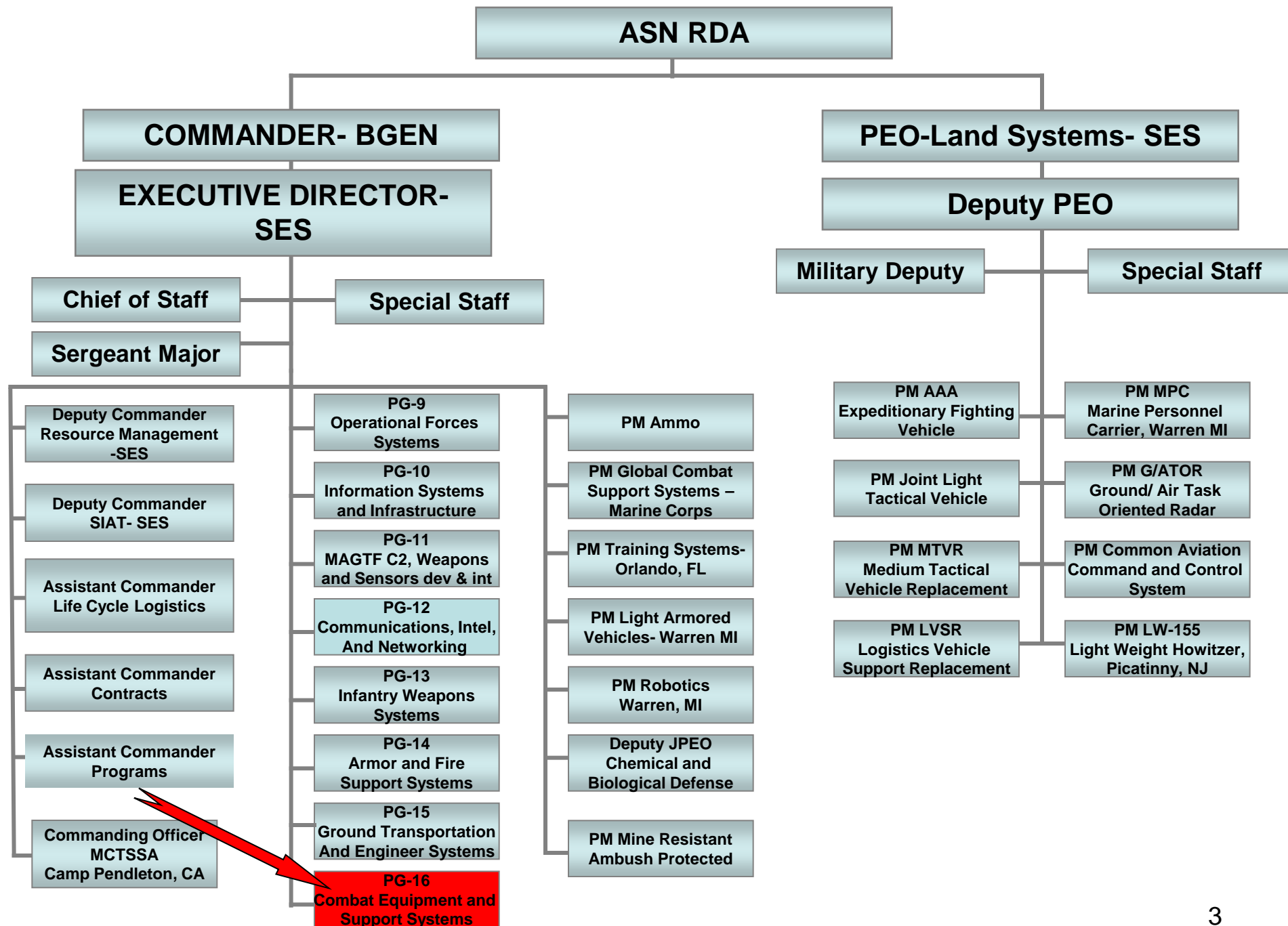
## We are the Life Cycle Managers for:

- Test, Measurement, Calibration, and Diagnostic Equipment
- Autonomic Logistics
- Infantry Combat Equipment (Personal Protective Equipment)
- Cold Weather Equipment
- Uniforms
- Chemical, Biological, Radiological, and Nuclear Defense Equipment
- Field Medical Equipment
- Shelters and select associated equipment (heaters)
- Select Support Equipment (field kitchens)
- And, we run the Marine Corps Uniform Board





# Organizational Line Chart



## Product Group Principals

DPGD: *Mr. Todd Wagenhorst*

PM Autonomic Logistics: *Mr. Gene Morin*

PM Combat Support Equipment: *Mr. Ron Brann*

PM Infantry Combat Equipment: *LtCol Arthur Pasagian*

PM Test Measurement Diagnostic Equipment: *LtCol Charles Parton*

MCUB Lead: *Mrs. Mary Shapleigh*

## Competency Alignment Team

Business Manager: *Mr. Neil Justis*

Contracts Manager: *Mrs. Dorinne Rivoal*

Lead Financial Manager: *Mrs. Carolyn Reynolds*

Lead Engineer: *Mr. Nicholas Sifer*

Lead Logistician: *Mrs. Rega Reid*

Instruction Systems Specialist: *Mrs. Katie Bryan*



## Seek technologies which will:

- **Lighten the individual Marine's load and improve his personal protection**
  - Enhanced Combat Helmet
  - Multifunctional clothing and equipment
  - CBRN protection and detection
- **Reduce our expeditionary life support logistic demands**
  - More durable, efficient soft-wall shelters
- **Increase our Weapon Systems' and Ground Combat and Logistic Vehicles' Operational Availability**
  - Autonomic Logistics
  - Modular, Portable, Battery Powered, Multifunctional Test Equipment
  - Longer calibration cycles
- **Enhance our field medical equipment capabilities**
  - Level I and II equipment



# FYDP Investments

|  | FY10   | FY11    | FY12    | FY13    | FY14    | FY15    |
|--|--|---------|---------|---------|---------|---------|
| <b>RDT&amp;E</b><br><b>PMC</b><br><b>O&amp;M</b><br><br><b>Autonomic Logistics</b> | \$0.3M   | \$0.2M  | \$0.3M  | \$0.3M  | \$0.3M  | \$0.3M  |
|  | \$6.5M   | \$3.0M  | \$3.1M  | \$5.3M  | \$5.5M  | \$5.7M  |
|  | \$2.6M   | \$3.0M  | \$2.2M  | \$8.3M  | \$8.4M  | \$8.6M  |
|  | AL Services Material Solution Analysis / Technology Development  |         |         |         |         |         |
| <b>Combat Support Equipment</b>  | EMSS and EPLS Fielding & Sustainment   |         |         |         |         |         |
|  | \$7.5M   | \$6.9M  | \$10.7M | \$12.1M | \$10.8M | \$12.2M |
|  | \$9.2M   | \$9.2M  | \$10.6M | \$8.5M  | \$8.7M  | \$8.9M  |
|  | \$36.2M  | \$25.8M | \$32.0M | \$28.4M | \$28.1M | \$28.5M |
| <b>Infantry Combat Equipment</b>   | Shelter Energy Efficiency and Durability, Intracranial Hematoma Detection, Portable EEG Capability, Reconstituted Blood Products     |         |         |         |         |         |
|  | Fielding & Sustainment of CBRN, Medical, FIRS,   |         |         |         |         |         |
|  | \$6.6M   | \$8.5M  | \$8.5M  | \$8.7M  | \$8.9M  | \$9.2M  |
|  | \$22.7M  | \$13.5M | \$14.2M | \$5.1M  | \$5.2M  | \$5.3M  |
| <b>Test Measurement and Diagnostic Equipment</b>                                   | \$66.9M  | \$56.5M | \$68.0M | \$66.1M | \$67.2M | \$66.3M |
|  | Weight Reduction, Improved Flame Resistance, Revolutionary Technology Leaps in Personnel Protection Equipment                        |         |         |         |         |         |
|  | Infantry Combat Equipment Fielding & Sustainment   |         |         |         |         |         |
|  | \$1.2M   | \$1.3M  | \$1.3M  | \$1.3M  | \$1.4M  | \$1.4M  |
| <b>Test Measurement and Diagnostic Equipment</b>                                   | \$26.0M  | \$22.9M | \$21.6M | \$21.9M | \$38.5M | \$39.3M |
|  | \$7.4M   | \$7.7M  | \$7.8M  | \$8.0M  | \$8.1M  | \$8.2M  |
|  | Modular/Open ATE, Portable/Battery Powered Multi-Functional TMDE , Longer Calibration Cycles, Multi-functional Calibration Standards |         |         |         |         |         |
|  | GPETE, GPMTE, ATS, Calibration Fielding & Sustainment  |         |         |         |         |         |



# Panel Questions and Answers



# Product Group 16

## Combat Equipment and Support Systems

- **We are the Life Cycle Managers for:**
  - Test, Measurement, Calibration, and Diagnostic Equipment
  - Autonomic Logistics
  - Infantry Combat Equipment (Personal Protective Equipment)
  - Cold Weather Equipment
  - Uniforms
  - Chemical, Biological, Radiological, and Nuclear Defense Equipment
  - Field Medical Equipment
  - Shelters and select associated equipment (heaters)
  - Select Support Equipment (field kitchens)
  - And, we run the Marine Corps Uniform Board
- **Seeking technologies which will:**
  - Lighten the individual Marine's load and improve his personal protection
  - Reduce our expeditionary life support logistic demands
  - Increase our Weapon Systems' and Ground Combat and Logistic Vehicles' Operational Availability
  - Enhance our field medical equipment capabilities







# MARINE CORPS SYSTEMS COMMAND PROGRAM EXECUTIVE OFFICER LAND SYSTEMS



## Jim Smerchansky Deputy Commander, Systems Engineering, Interoperability, Architectures and Technology (SIAT)





## Command Overview

- Mission
- Organization
- How We are Different

Common Technology Needs

Doing Business with USMC



## Marine Corps Systems Command

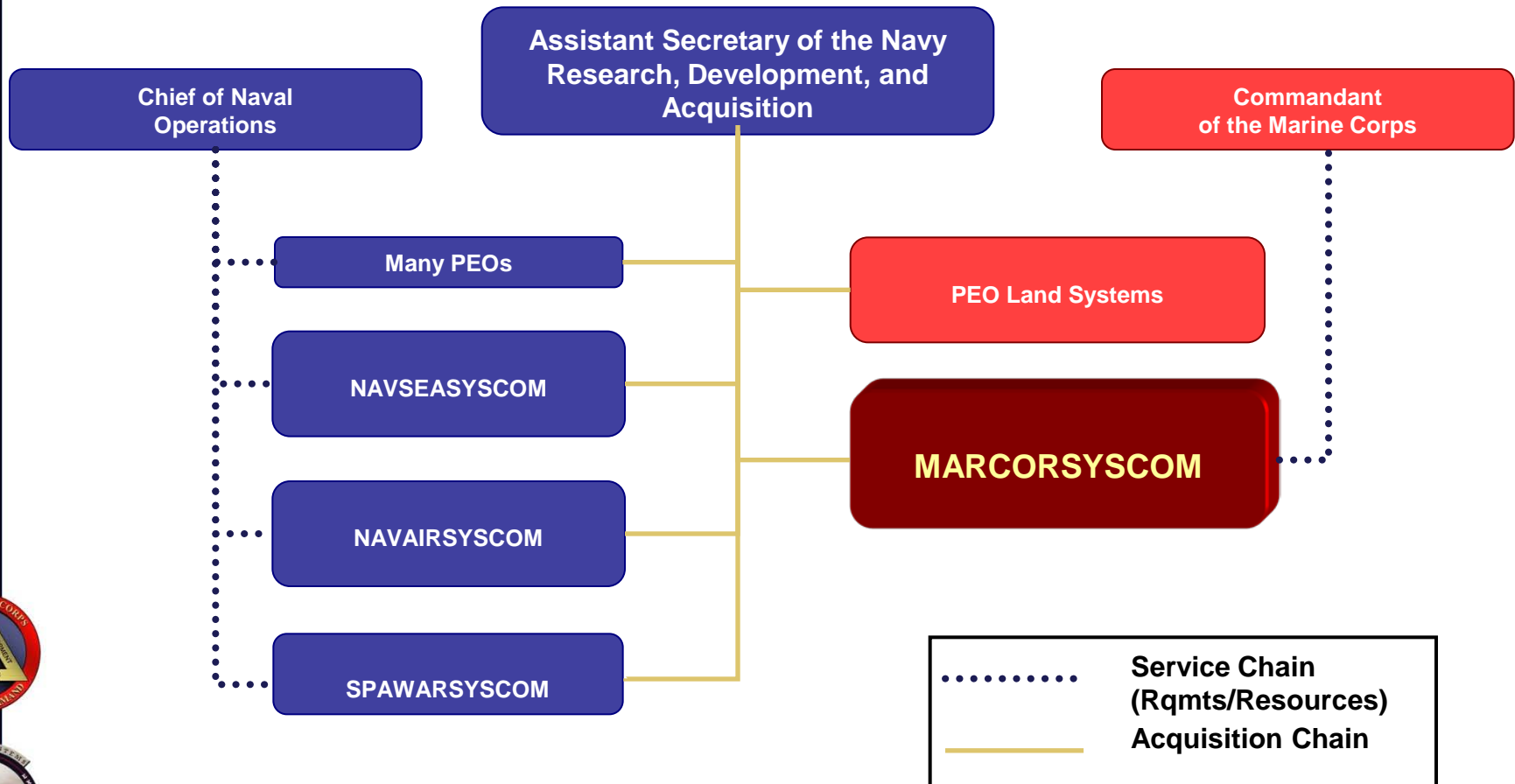


- We're the Commandant of the Marine Corps' agent for acquisition and sustainment.
- We field systems and equipment used by the Marine Corps and joint operating forces to accomplish their warfighting mission.
- We manage the life cycle of MCSC acquired systems and equipment.
- We provide competency resources, policies and processes to PEOs and Program Offices.

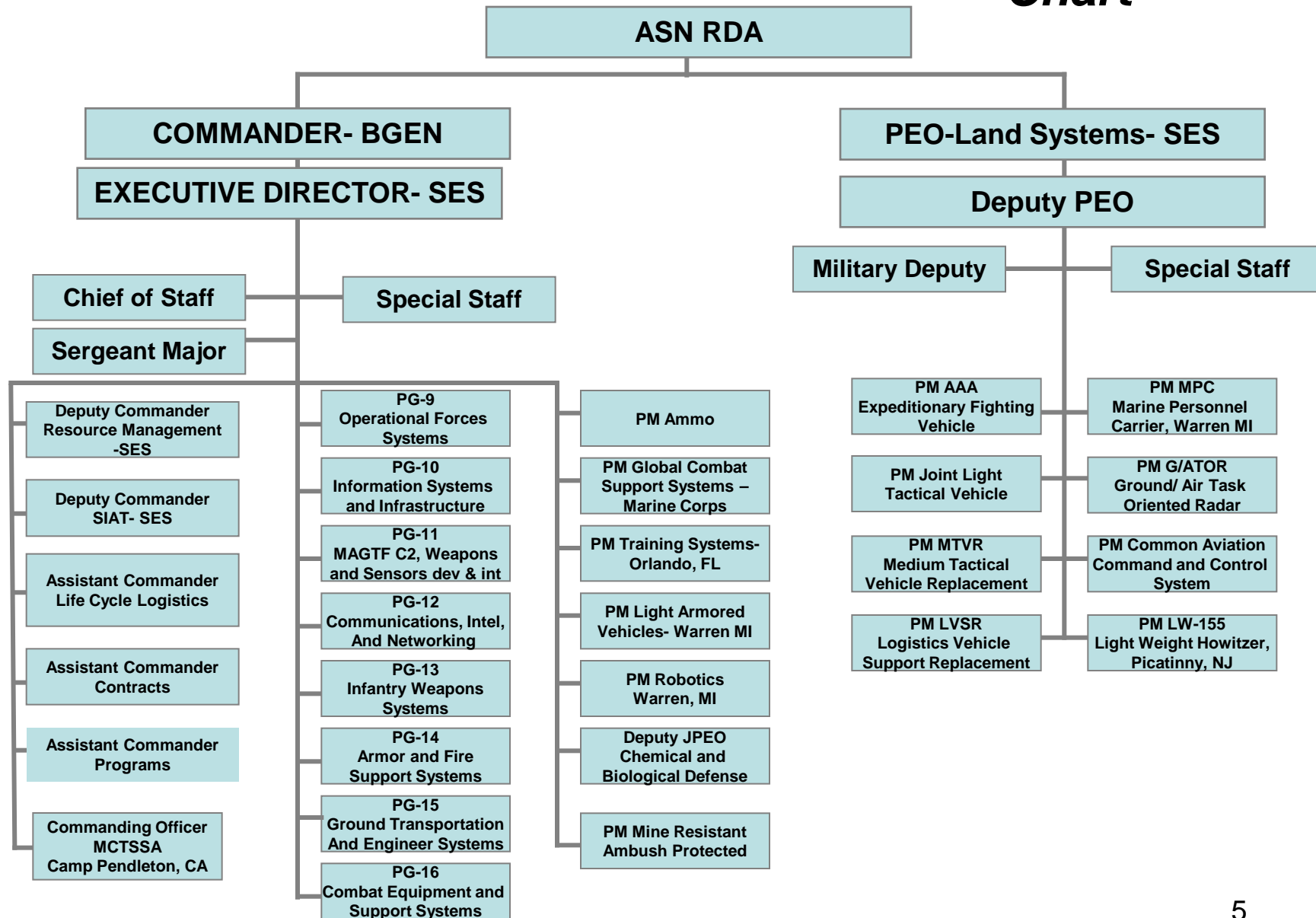
**We will equip and sustain the Nation's  
expeditionary "Force of Choice"**



# Reporting Chain

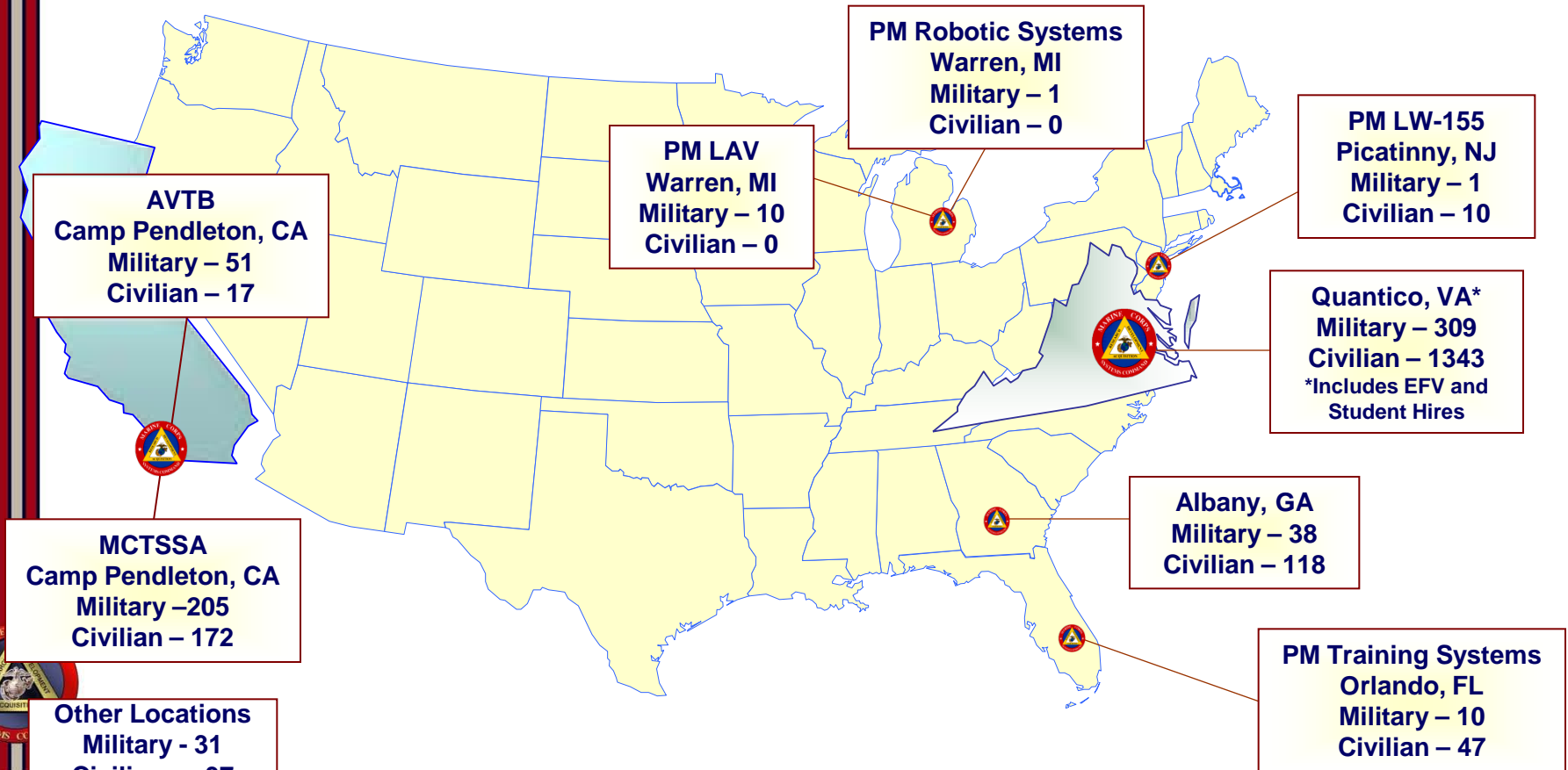


# Organizational Line Chart



# Workforce Locations

Upd



**Command Workforce Total: 2400**

**656 Military (27%)**

**1744 Civilian (73%) - Excludes Interns**

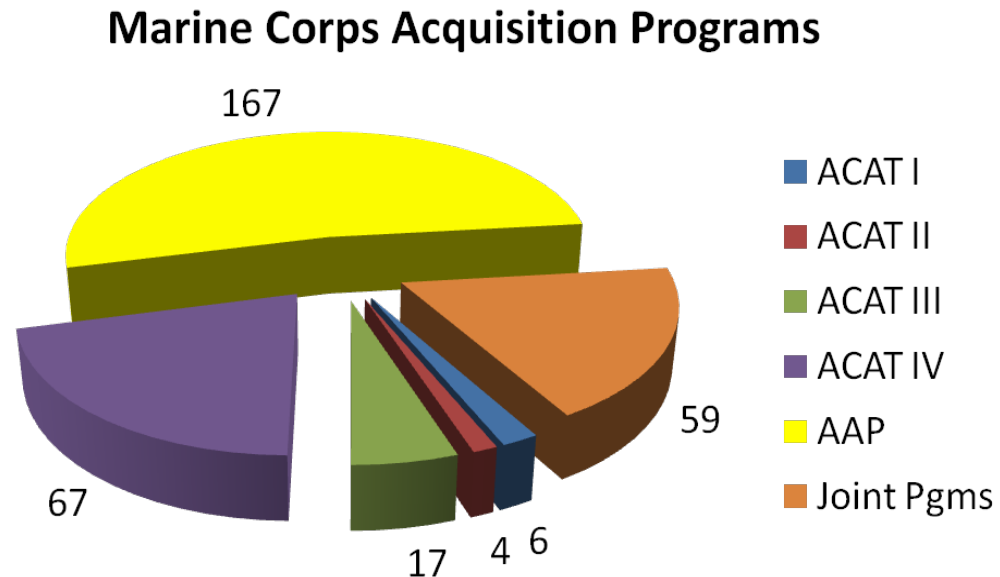
## *How We are Different*

- Smaller Programs (ACAT 3, 4 and AAPs)
  - Shorter Life Cycles
  - Faster Cycle Times
  - More Competition – Many Vendors
- Greater Joint Integration and Dependency
  - Sea, Air and Land
  - Use Army, Navy and Air Force Equipment
- Less Resources



# Smaller Programs

| ACAT I  | ACAT II   |
|---|---|
| <u>MCSC PGMS</u><br>MRAP<br><br><u>PEO LS</u><br>EFV<br>MTRV<br>CAC2S<br><br><u>PEO EIS</u><br>GCSS MC<br>NGEN<br><br><u>JOINT PGMS</u><br>GBS<br>JLTV<br>JTRS<br>JAVELIN | <u>MCSC</u><br>USMC CREW<br><br><u>PEO LS</u><br><br>G/ATOR<br>LVSR<br>LW-155 |
| 10 PROGRAMS   | 4 PROGRAMS  |

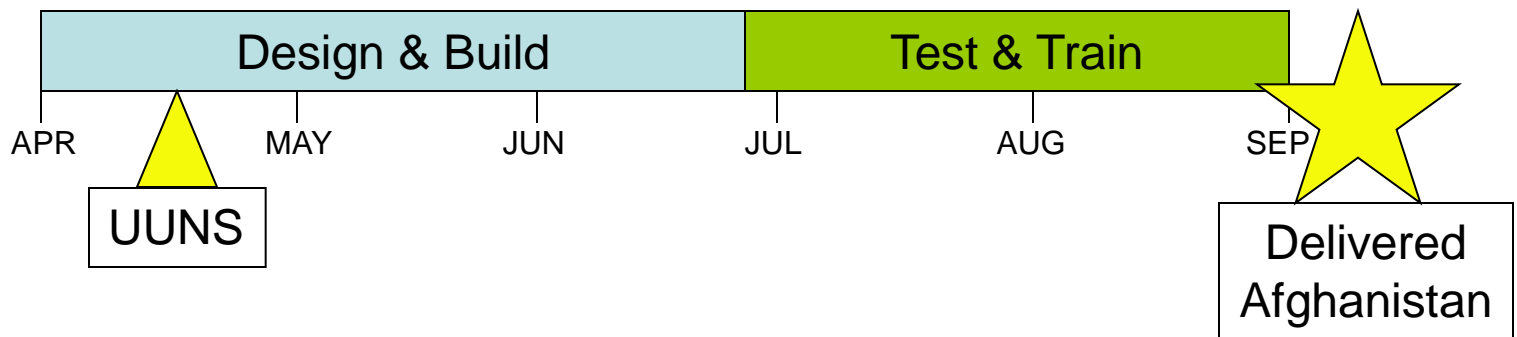




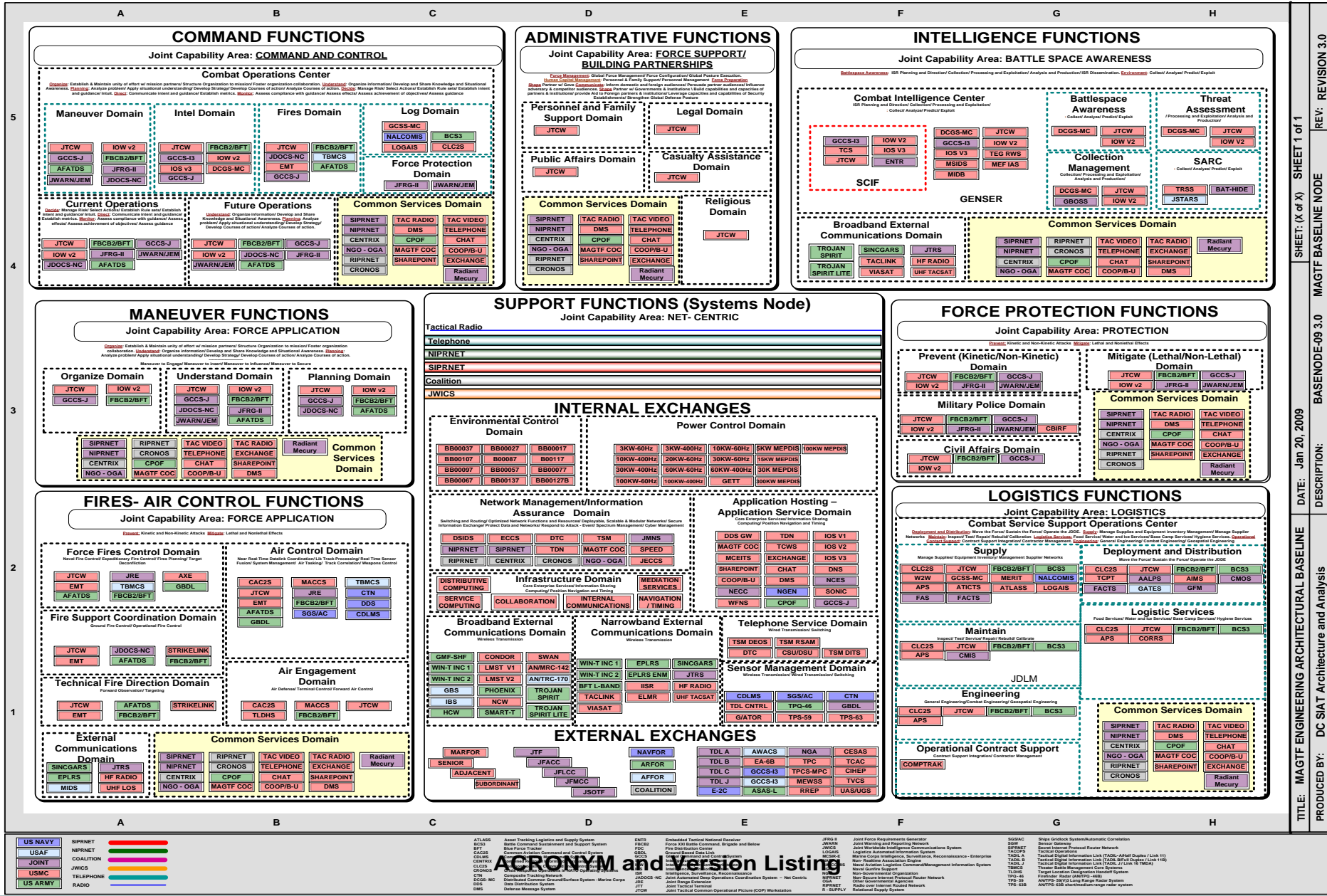
# Shorter Cycle Times



## Mobile Trauma Bay

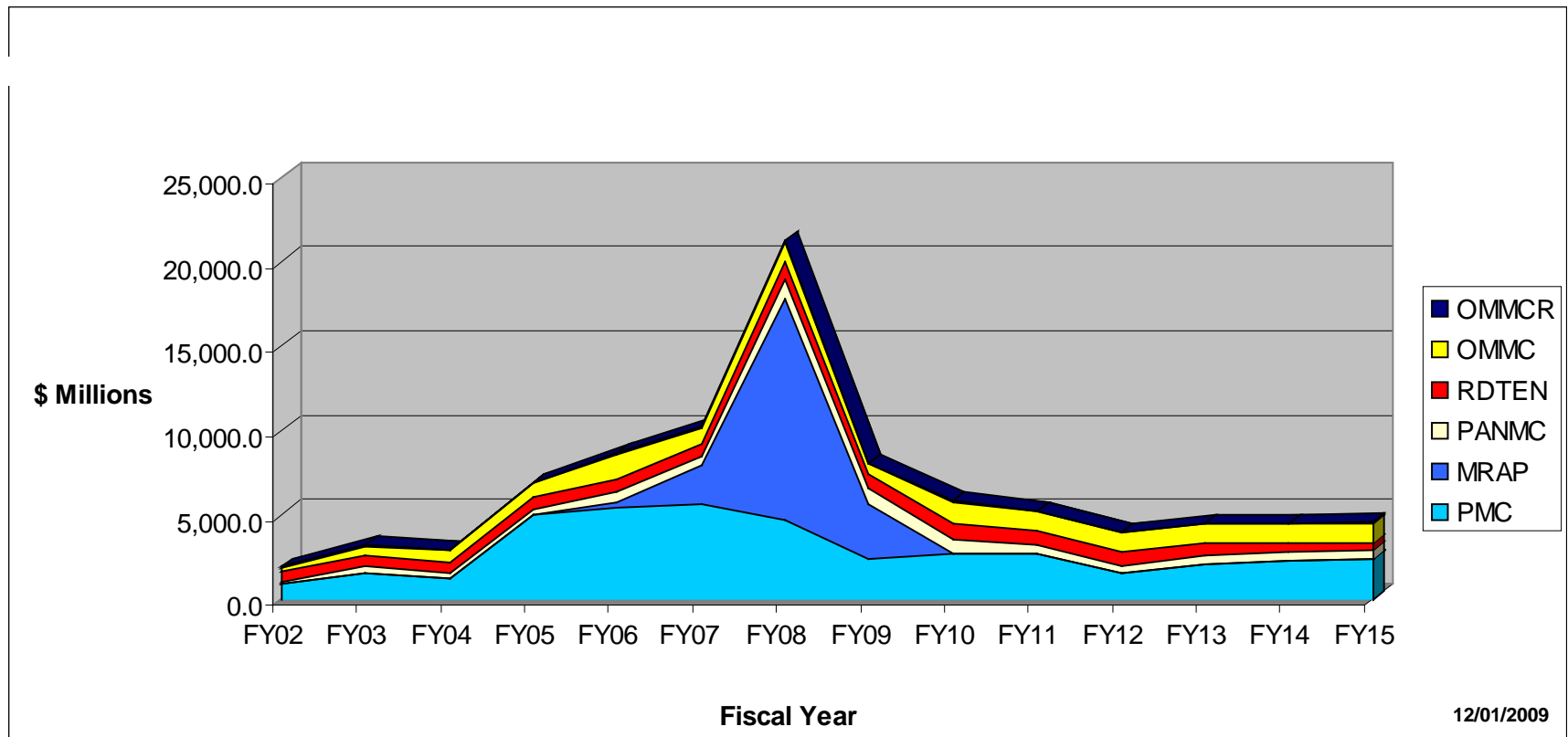


## *Greater Integration & Dependency*



# Budget Profile

Total Funding - All Appropriations\*  
(Baseline + OCO)  
FY 2002 - FY 2015



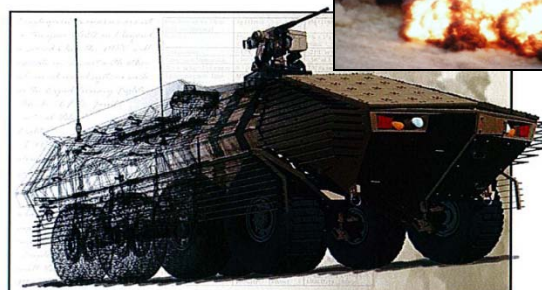
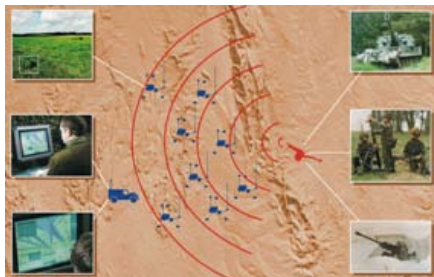
12/01/2009

\*Includes MCSC and supported PEOs



# Common Technology Needs

- All Systems
  - Reduce Power Consumption & Fuel Efficiency
  - Reduce Life Cycle Cost
- C4I Systems
  - Improve data fusion, integration & mining
  - Reduce Footprint
  - Address Bandwidth limitations
- Vehicles
  - Improved Mobility & Survivability
  - Recover Space & Reduce Weight
- Dismounted
  - Lighten the Load
  - Improved Mobility & Survivability
  - Improved C4I/Situtional Awareness
- Weapons
  - Reduce Weight
  - Increase accuracy & effect



# *Technology POCs*

Chief Technology Officer, 703-432-3950

PEO LS, 703-432-4596

Expeditionary Energy, 703-432-3854

Corrosion Prevention And Control, 703-432-6165

Science & Technology Office, 703-432-3095



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PG-11 MAGTF C2, 703-432-4178

PG-12 Communications, INTEL & Networking, 703-432-4368

PG-13 Infantry Weapons Systems, 703-432-3676

PG-14 Armor & Fire Support Systems, 703-432-4259

PG-15 Ground Transportation & Engineer, 703-432-3695

PG-16 Combat Equipment & Support Systems, 703-432-4377

MCTSSA, 760-725-2804

Training Systems, 321-231-3316



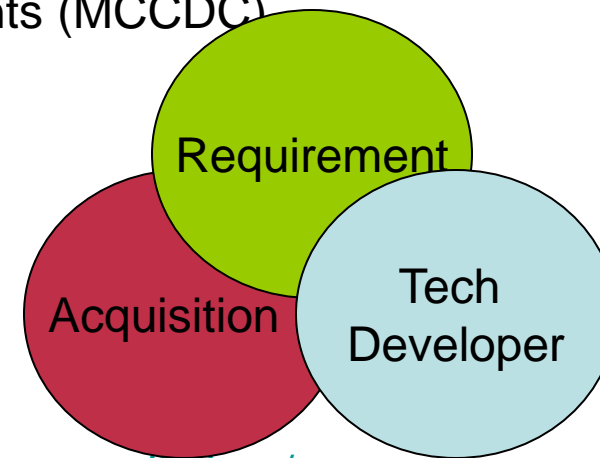
## *Doing Business with the Marine Corps*

- Contract opportunities [www.neco.navy.mil](http://www.neco.navy.mil).
  - New Sources Sought announcements
  - Requests for Information (RFIs)
  - Requests for Quotes (RFQs)
  - Requests for Proposals (RFPs)
- Small Business Opportunities
  - MCSC Small Business Innovation Research (SBIR) program, at [www.marcorsyscom.usmc.mil/sites/tto/sbir/SBIR\\_HOME.htm](http://www.marcorsyscom.usmc.mil/sites/tto/sbir/SBIR_HOME.htm).
  - Federal Business Opportunities website, [www.fbo.gov](http://www.fbo.gov).
  - Associate Director for Small Business (703) 432-3946.
- Sponsored Conferences
  - See Handout for description



# *Doing Business with the Marine Corps*

- Technology Development (Office of Naval Research)
  - New Technology at any stage of development
  - Meets need in USMC S&T Strategic Plan
  - [www.onr.navy.mil/sci\\_tech/30/](http://www.onr.navy.mil/sci_tech/30/).
- Requirements (MCCDC/MCWL)
  - MCWL is the Industry entry point for Requirements (MCCDC) & Training (TECOM) Commands
  - New Warfighting Capabilities
  - [www.mcwl.quantico.usmc.mil/technology.cfm](http://www.mcwl.quantico.usmc.mil/technology.cfm).
- Acquisition (MCSC & PEO LS)
  - Documented Warfighting Capability
  - Mature Technologies (Tested Prototype)
  - Matches Published Needs [www.marcorsyscom.usmc.mil/sites/tto](http://www.marcorsyscom.usmc.mil/sites/tto)
    - DC SIAT Booth
    - PEO LS Advanced Technology Investment Plan





# Questions?

*“There is little that will sober an enemy more surely than the knowledge that somewhere, just over the horizon, lies a force of well-trained, well-equipped Marines in competently manned ships capable of delivering a stunning amphibious blow at a point and time of their own choosing.”*

*Lieutenant General, Victor Krulak, United States Marine Corps*





# MARINE CORPS SYSTEMS COMMAND PROGRAM EXECUTIVE OFFICER LAND SYSTEMS



BAE Systems Land and Armaments



General Tactical Vehicles



Lockheed Martin Systems Integration



# Guiding Programs In Turbulent Times



Advanced Planning Briefing To Industry (APBI)  
Marriott Waterfront Hotel, Baltimore, Maryland  
Tuesday, 6 April 2010

# AGENDA

**PEO Land Systems**  
**"Guiding Programs in Turbulent Times"**  
**(Mr. Bill Taylor)**

**PEO LS PMs Top Technology Challenges**

**G/ATOR (Mr. Lee Bond)**  
**LW-155 (Mr. Joseph Lipinski)**  
**MTVR & LVSF (Mr. Tom Miller)**  
**MPC (Dr. Bob Lusardi)**  
**JLTV (Lt Col Ben Garza)**  
**EFV (Mr. Tom Stevenson)**  
**CAC2S (Captain Pat Costello)**

**Advanced Technology Investment Plan (ATIP)**  
**(Mr. Mike Halloran)**



# Weapons Systems Acquisition Reform Act...

## A New Way of Doing Business

**“...We have to be more honest in how we do cost estimates, so that we don’t low ball ourselves into something that ends up costing more than we thought or were willing to admit.”**



Dr. Ashton Carter  
Under Secretary of  
Defense for Acquisition,  
Technology & Logistics

**“...I'm very committed to improving the way we do systems engineering.”**





# What's Changed?

## WSARA: Acquisition Business Process Changes

Mandatory System/Critical Subsystem  
Competitive Prototyping

Increased Emphasis on Milestone  
A

- Mandatory for MDAPs with Technology Development Programs
- Likely for Most Programs

Preliminary Design Review (PDR) before  
Milestone B to Enhance Understanding of  
Derived Requirements and  
Improve Cost Estimation

MS A

MS B

MS C

FRP DR

ICD

MDD

Matériel  
Solution  
Analysis

Technology  
Development

PDR

CDD

P-PDRA

PDR

PCDRA

Engineering &  
Manufacturing  
Development

CPD

Production &  
Deployment

Operations &  
Support

Competitive Prototyping

Re-structured "EMD" Phase

Effective Contracting via Pre-Award Peer Reviews

Competitive Prototyping

Configuration Steering Boards  
Established to Stabilize Requirements

Enhanced Emphasis on:

- Technology Maturity
- Systems Engineering
- Integrated Testing and Test Planning
- Manufacturing and Producibility
- Logistics and Sustainment Planning



# How We've Changed



**Rigorous Systems Engineering**

**Cost Estimation**

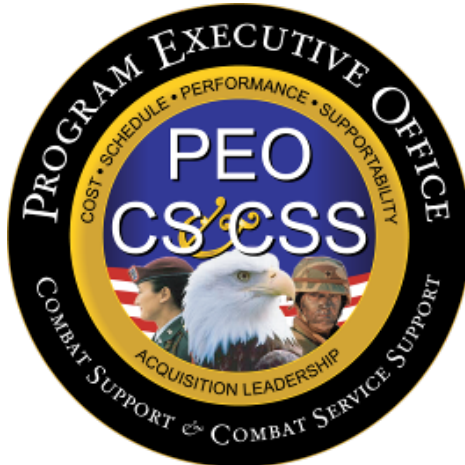


**Science & Technology**



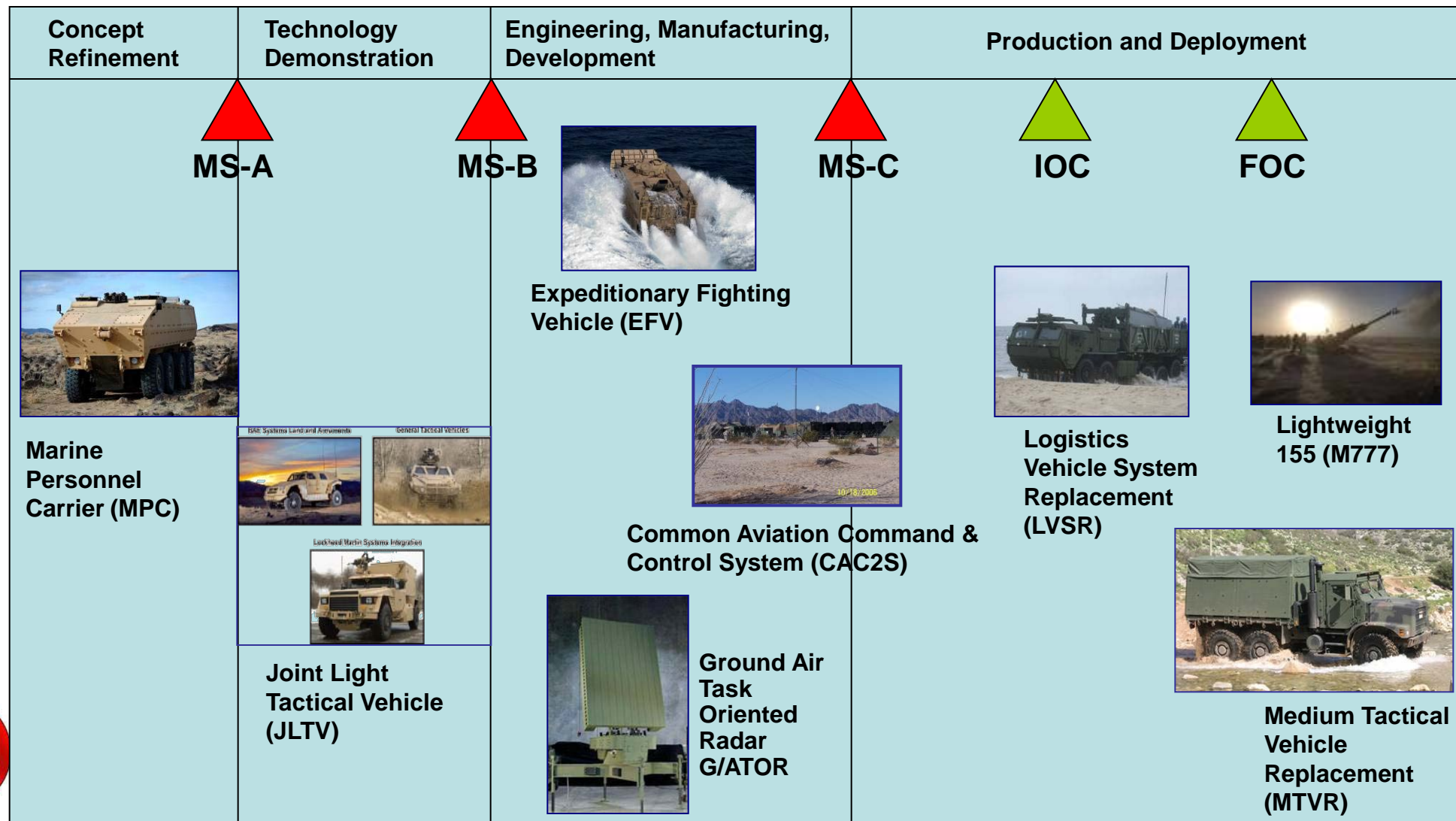
# Partnering to Maximize Technology

*“Our first step is to continue to work with our partners to exploit technology to meet the Warfighter’s needs...”*





# Opportunities



# Questions?

William E. Taylor  
PEO Land Systems Marine Corps  
Quantico, VA  
703-432-3370  
Bill.Taylor@usmc.mil





# MARINE CORPS SYSTEMS COMMAND PROGRAM EXECUTIVE OFFICER LAND SYSTEMS



BAE Systems Land and Armaments



General Tactical Vehicles



Lockheed Martin Systems Integration



# Guiding Programs In Turbulent Times



Advanced Planning Briefing To Industry (APBI)  
Marriott Waterfront Hotel, Baltimore, Maryland  
Tuesday, 6 April 2010





# **MARINE CORPS SYSTEMS COMMAND** **PROGRAM EXECUTIVE OFFICER LAND SYSTEMS**



**Advanced Planning Briefing to Industry**  
**5-7 April 2010**

## **Communications, Intelligence and Networking Systems (CINS) Product Group 12 Overview**

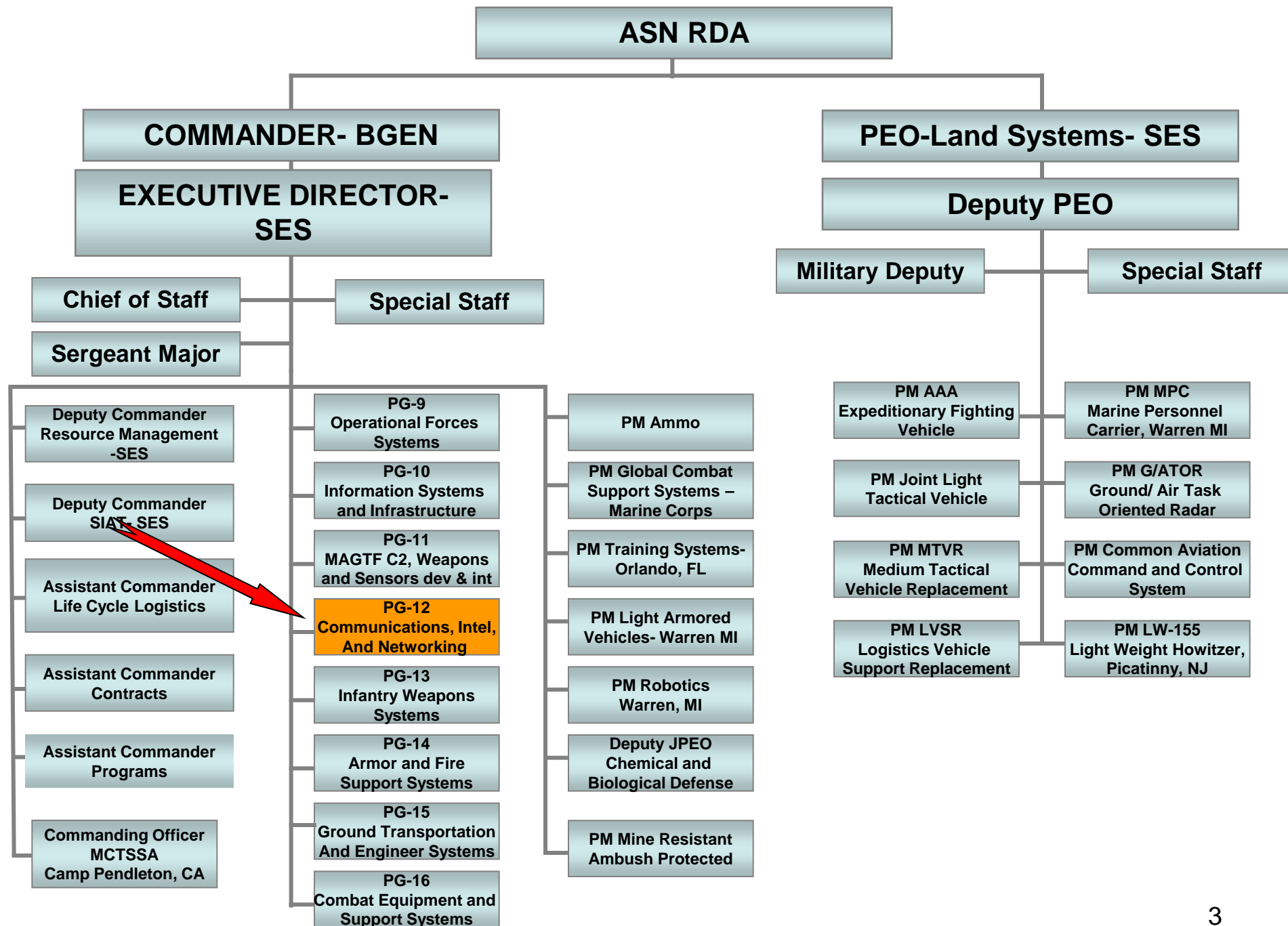
**Mr. James Westerholm**  
**Product Group Director**

**PG 12 Mission:** *“To serve as the Commandant’s agent for the acquisition and sustainment of communication, networking, intelligence & Counter RCIED Electronic Warfare systems and equipment used to accomplish the Marine Corps’ warfighting mission.”*

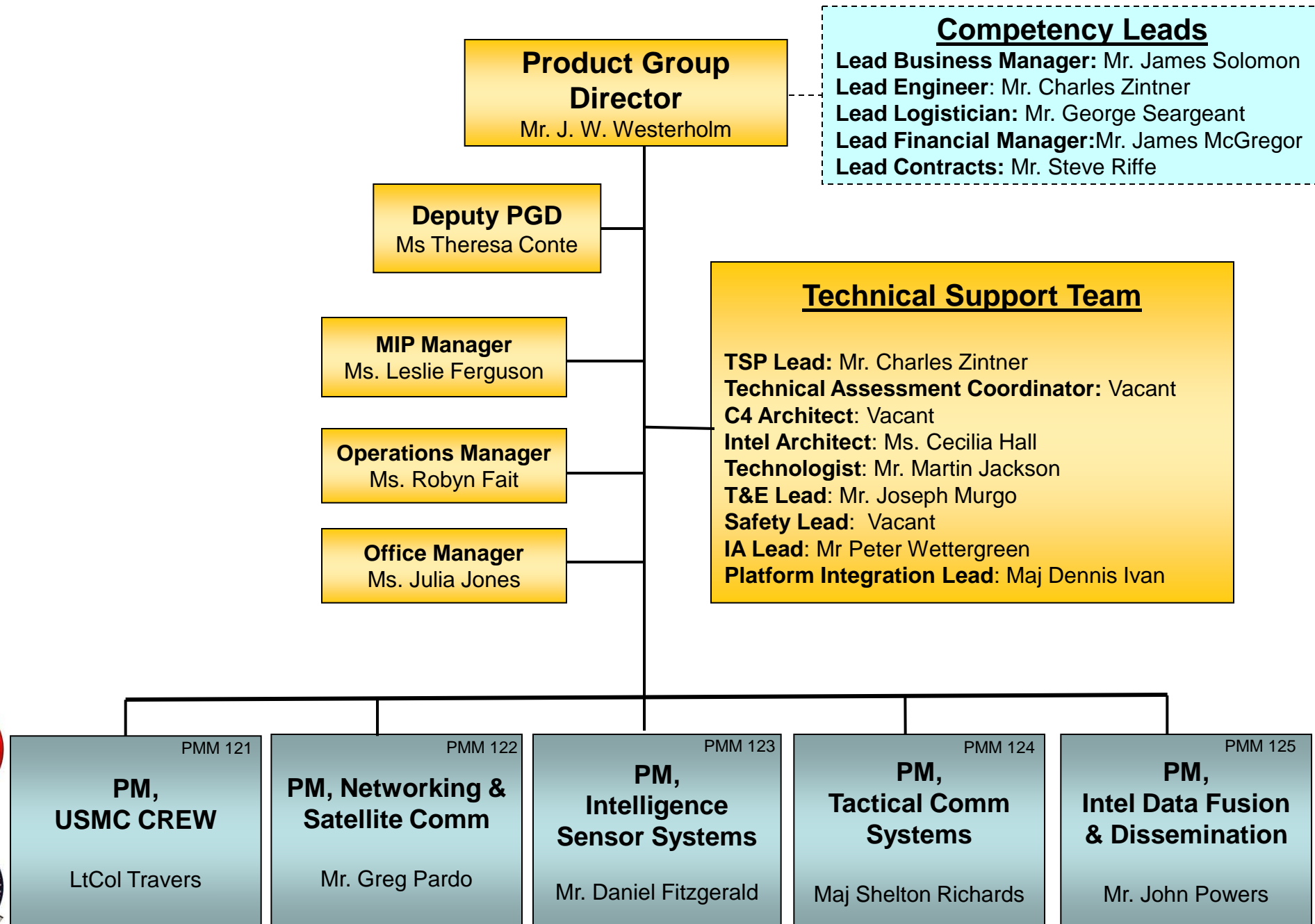
**PG 12 Portfolio:** *PG 12 has over 50 acquisition Programs of Record ranging from ACAT II through AAP in various stages of the lifecycle. Also manage several initiatives and efforts associated with urgent requirements in support of Overseas Contingency Operations*



# Organizational Line Chart



# Product Group Principals:





# FYDP Investments

|           |  | FY10   | FY11     | FY12    | FY13    | FY14    | FY15    |
|-----------|--|--|----------|---------|---------|---------|---------|
| USMC CREW | RDT&E  | \$8.1M   | \$8.7M   | \$9.4M  | \$9.8M  | \$10.1M | \$10.3M |
|           | PMC  | \$11.2M  | \$185.5M | \$11.3M | \$72.2M | \$73.6M | \$75.1M |
|           | O&M  | \$47.6M  | \$48.9M  | \$8.9M  | \$17.0M | \$17.0M | \$17.1M |
|           |  | CVRJ/QRD -- BAND C Upgrade Kits JCREW 3.1 -- JCREW 3.3             |          |         |         |         |         |
| PM NSC    | RDT&E  | \$11.7M  | \$7.4M   | \$5.5M  | \$8.4M  | \$5.3M  | \$4.3M  |
|           | PMC  | \$120.4M   | \$67.9M  | \$11.7M | \$65.9M | \$18.8M | \$11.4M |
|           | O&M  | \$43.8M  | \$39.6M  | \$7.5M  | \$7.6M  | \$8.7M  | \$8.8M  |
|           |  | Refresh & Sustainment of Networking Systems (WFN-T / TSM / COMSEC) |          |         |         |         |         |
|           |  | Refresh & Sustainment of SATCOM Systems                            |          |         |         |         |         |
| PM INTEL  | RDT&E  | \$19.4M  | \$23.0M  | \$13.9M | \$13.3M | \$13.6M | \$14.5M |
|           | PMC  | \$62.1M  | \$75.0M  | \$68.9M | \$68.7M | \$68.8M | \$77.9M |
|           | O&M  | \$65.9M  | \$50.8M  | \$45.9M | \$40.7M | \$37.9M | \$33.7M |
|           |  | Refresh & Sustainment of Intel Sensor Systems                      |          |         |         |         |         |
|           |  | Continued GBOSS & IDS Development and Production                   |          |         |         |         |         |
| PM TCS    | PMC  | \$78.8M  | \$78.4M  | \$47.4M | \$32.4M | \$31.3M | \$15.9M |
|           | O&M  | \$17.8M  | \$9.8M   |         |         |         |         |
|           | Tactical Communications Modernization and JTRS migration |  |          |         |         |         |         |
| PM IDF&D  | RDT&E  | \$20.1M  | \$14.7M  | \$12.1M | \$12.4M | \$12.2M | \$10.6M |
|           | PMC  | \$19.3M  | \$41.0M  | \$17.8M | \$28.4M | \$30.9M | \$13.8M |
|           | O&M  | \$10.9M  | \$22.9M  | \$22.0M | \$21.1M | \$20.5M | \$20.5M |
|           |  | DCGS-MC Increment 1 & 2 Development & Production                   |          |         |         |         |         |
|           |  | Refresh & Sustainment of Intel Systems (TEG, TPC, IAS)             |          |         |         |         |         |



- **Green Initiatives**
  - Effective energy solutions across the entire portfolio
- **Counter RCIED Electronic Warfare**
  - Antenna improvements for all variants of CREW (mounted/dismounted)
  - Improved Blue Force Communications
- **Tactical Communication Systems**
  - Single material solution to bridge multiple capability gaps
- **Networking & Satellite Communications**
  - Smaller, lighter, faster to support expeditionary nature of USMC operations
- **Intelligence Sensor Systems**
  - Integration of terrestrial surveillance assets that allows a common user interface (example: Google Earth)
  - Convergence of ground mobile SIGINT capabilities that are tailorable to the mission
  - Biometric Systems that are smaller, lighter, and compatible with current systems
- **Intelligence Data Fusion & Dissemination**
  - Common all source intelligence analyst interface that standardizes the GUI of JWICS, SIPNET and NIPRNET systems
  - Improved antenna solutions for forward deployed tactical imagery systems that is lightweight, higher bandwidth



# Panel Questions and Answers





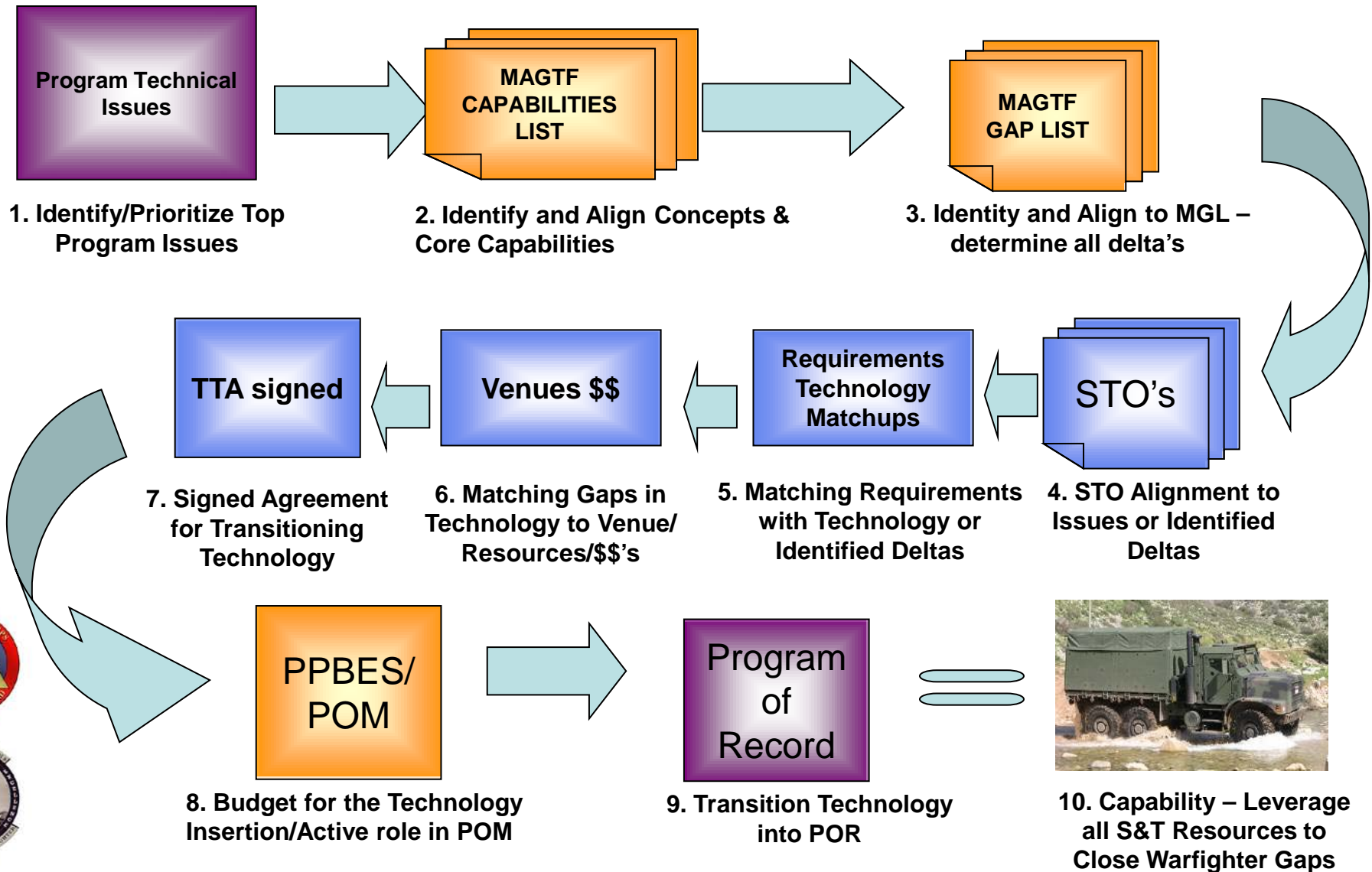
**“Focus The Future Faster”**



# Program Executive Officer Land Systems

*Advanced Technology Investment Plan  
October 2009*

# Concept to Capability Process



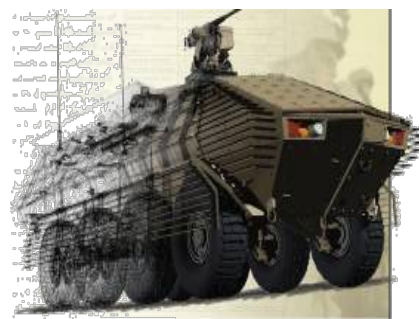




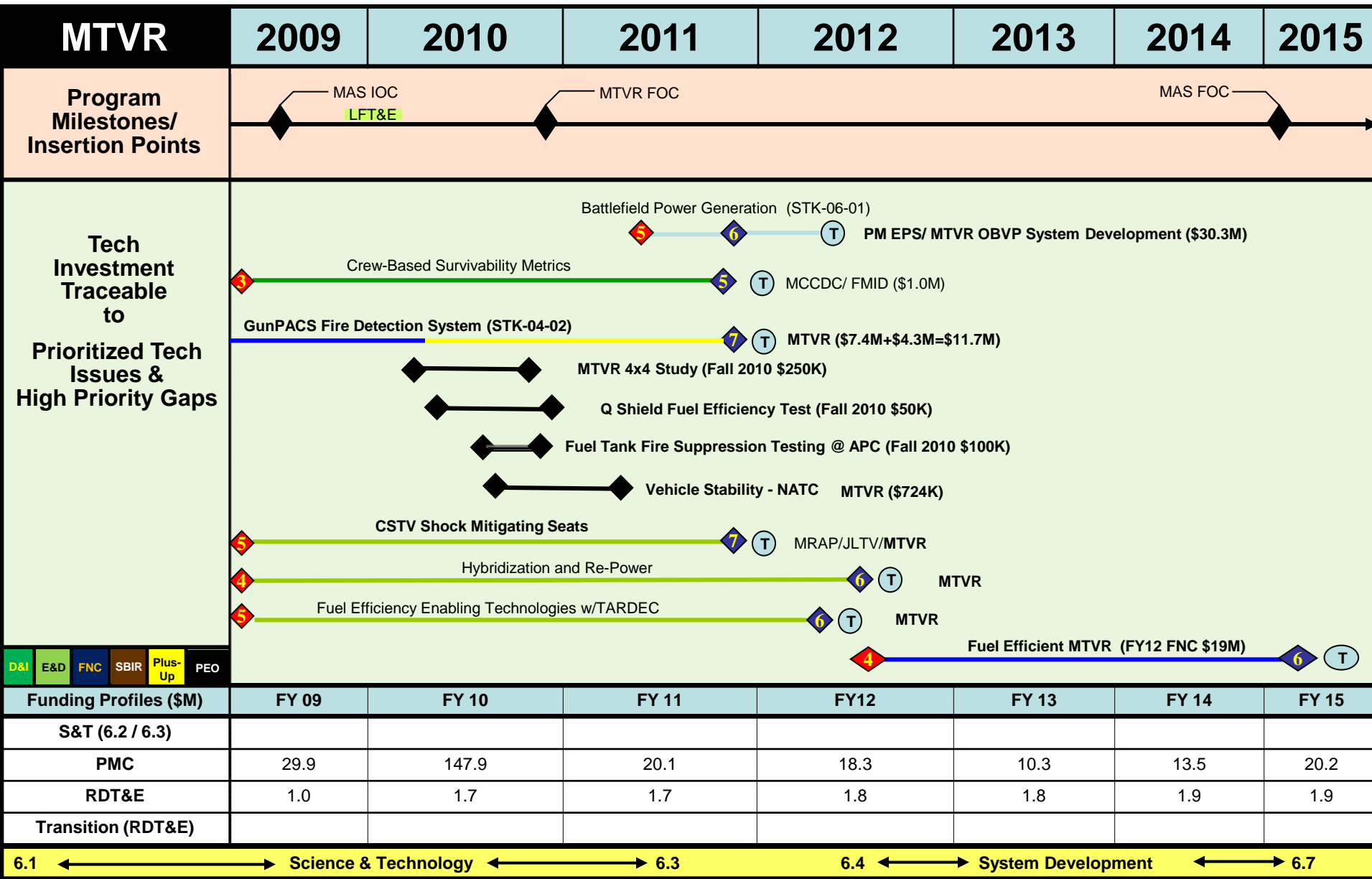
# *S&T Key Focus Areas*



- Power/ Energy
- Fuel Efficiency
- Survivability/ Mobility
- Modeling and Simulation
- Fuel Containment/Fire Suppression



# Technology Investments





It's ALL about the Warfighter!





# **MARINE CORPS SYSTEMS COMMAND**

## **PROGRAM EXECUTIVE OFFICER LAND SYSTEMS**



**Advanced Planning Briefing to Industry**  
**5-7 April 2010**

# **Program Manager**

## **Light Armored Vehicles**

### **Overview**



**Colonel Brian Buckles, USMC**

- PM LAV Mission - **Research, development, acquisition and life cycle support** for USMC Light Armored Vehicle family of vehicles.

- Our Location – MARCORSYSCOM program office supported by **TACOM** in **Warren, Michigan**

- LAV – in the **Light Armored Reconnaissance Battalion.**



- Conduct reconnaissance, security, and economy-of-force operations, limited offensive or delaying operations that exploit the unit's mobility and firepower.
- Eight-wheeled armored combat vehicle with a **25-year history** to remain in service until to **2025** and possibly beyond.

- MPC – will reside in the **Amphibious Assault Battalion.**



- Provide armor-protected mobility for infantry battalion maneuver task forces. 2 MPCs will lift a reinforced rifle squad.
- The MPC program balances vehicle performance, protection, and payload attributes.



## COMMANDER

### PEO Land Systems

PM Expeditionary Fighting Vehicle  
PM JPMO, Lightweight 155, Picatinny, NJ  
PM Marine Personnel Carrier (MPC)  
PM Logistics Vehicle System Replacement (LVSR)  
PM Joint Light Tactical Vehicle (JLTV)  
PM Medium Tactical Vehicle Replacement (MTVR)  
PM Ground/Air Task Oriented Radar (G/ATOR)  
PM Common Aviation Command & Control System (CAC2S)

### Chief of Staff

Operations Cell  
Postal  
Reserve Affairs  
Security

### Chief Management Office (CMO)

Facilities, Services and Supply (FS&S)  
Office of the Command Information Officer (CIO)  
Strategic Change Management Center (SCMC)

### Sergeant Major

## EXECUTIVE DIRECTOR \*

### Special Staff

Corporate Communications  
International Programs (IP)  
Office of the Counsel >  
Office of Small Business Programs (OSBP)  
Safety <

### Deputy Commander Resource Management \*^

Resource Mgmt  
Competency Domain/  
Competency Leaders

Director,  
Financial  
Management

Director,  
Workforce Management  
and Development

### Deputy Commander SIAT \*^

Research & Systems  
Engineering  
Competency Domain/  
Competency Leaders

Director,  
Architectures and  
Engineering Analysis

Director,  
Information  
Assurance

Director,  
MAGTF and Joint  
Integration & Certification

Director,  
Systems Engineering  
and Technology

Commanding Officer  
MCTSSA  
Camp Pendleton, CA

Product Group 09 Director,  
Operational Forces Systems

Product Group 10 Director,  
Information Systems &  
Infrastructure

Product Group 11 Director,  
MAGTF C2, Weapons &  
Sensors Development & Integration

Product Group 12 Director,  
Communications, Intelligence,  
& Networking Systems

Product Group 13 Director,  
Infantry Weapons Systems

Product Group 14 Director,  
Armor & Fire Support Systems

Product Group 15 Director,  
Ground Transportation  
& Engineer Systems

Product Group 16 Director,  
Combat Equipment and  
Support Systems

Program Manager,  
Ammunition

Program Manager,  
Global Combat Support  
System-Marine Corps

Program Manager,  
Light Armored Vehicle  
Warren, MI

Program Manager,  
Mine Resistant  
Ambush Protected

Program Manager,  
Robotic Systems  
Warren, MI

Program Manager,  
Training Systems  
Orlando, FL

Deputy JPEO,  
Chemical & Biological  
Defense  
Arlington, VA

### Assistant Commander Contracts ^

Contracts  
Competency Domain/  
Competency Leaders

### Assistant Commander Life Cycle Logistics ^

Life Cycle Logistics  
Competency Domain/  
Competency Leaders

### Assistant Commander Programs ^

Program Mgmt  
Competency Domain/  
Competency Leaders

\* = SES Position

^ = Competency Director

> = Counsel reports to DepCounsel to Commandant

< = Safety reports to SIAT



## PM LAV Principals:

PM: *Colonel Brian Buckles, USMC*

Deputy PM: *Dr. Bob Lusardi*

- LAV Fleet Mgmt Team: *Jim Streberger*
- Survivability Upgrade Team: *Linda Passeri*
- Electrical Power & Signals Team: *Derald Schnepf*
- LAV Platform Upgrades Team: *John Engbloom*
- FMS Programs Team: *Joe Wagner*
- Marine Personnel Carrier Team: *Bill Ross*

Business/ Financial Manager: *Jan Boatman*

Contracts Manager: *Bill Abramson*

Lead Engineer: *Matt Koneda*

Lead Logistician: *Josephine Polanco*





|              | FY10   | FY11                | FY12               | FY13              | FY14               | FY15               |
|--------------|--|---------------------|--------------------|-------------------|--------------------|--------------------|
| RDT&E<br>PMC | \$6.6M<br>\$74.2M  | \$14.8M<br>\$193.6M | \$17.0M<br>\$16.4M | \$10.9M<br>\$6.0M | \$2.3M<br>\$121.3M | \$2.4M<br>\$116.8M |
| LAV Systems  | LAV AT MODERNIZATION, LAV MODIFICATIONS                        |                     |                    |                   |                    |                    |
|              | C2 UPGRADES PRODUCTION, REPROCUREMENT FIELDING, RAPID ACQ MODS |                     |                    |                   |                    |                    |
|              | SURVIVABILITY II UPGRADES                                      |                     |                    |                   |                    |                    |
|              |  |                     |                    |                   |                    |                    |
|              |  |                     |                    |                   |                    |                    |





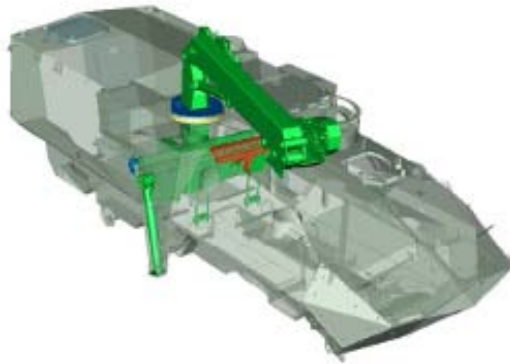
- LAV-C2A2 Upgrade Program is designed to meet and maintain the command and control requirements of today's battlefields and have the growth capability to meet future expansions of hardware and software



- LAV-C2A2 Upgrade System passed MS C Nov 2009
- Now in Production and Deployment Phase:
  - First 8 LAV-C2A2 upgrade vehicles slated for deployment to theater
  - First production delivery June 2010
- Upcoming Testing
  - Production Verification Test; 1Q FY11; sites TBD
  - PCA, 1Q FY11



- The LAV-R upgrade is an abbreviated acquisition program.
- The objective is to improve the supportability and mission effectiveness of the LAV-RA2 by providing the following “mission suite upgrades” on 45 recovery vehicles:
  - A crane that will increase boom rigidity, lift capability and reliability;
  - A winch with greater pull capability and improved supportability;
  - A generator with improved supportability and additional power;
  - A hydraulics system upgrade to support the crane, winch, and generator.



- Schedule
  - RFP release targeted within the next 30 days
  - Contract Award for Engineering Development Model assets and production 2Q FY10
  - Integration and Test 3Q FY10-1Q FY11
  - IOC 3Q FY11



- ACATIII Program authorized to enter at MS B.
- The LAV-Anti-Tank Modernization program will replace the obsolete Emerson M901 turret by providing “mission suite upgrades” on 118 LAV-ATA2 vehicles:
  - Improved reliability, availability, and maintainability;
  - Multi-shot capability and ability to acquire targets while on-the-move;
  - Provide a precision long-range capability to destroy enemy tanks;
  - An improved thermal sight and an advanced fire control system capable of firing the current and next generation heavy anti-armor missiles and ensure training commonality.



- Schedule
  - MS B July 2010
  - MS C 1Q FY14
  - Four yearly production options starting in FY14
  - IOC 2Q FY15



- Three part project:
  - Upgraded, self-sealing fuel system
  - Blast attenuating seats
  - Lighter weight underbody protection and floor/weld reinforcement
- All three contracts will be awarded following competitive source selection
  - RFP for fuel cell to be released in April 2010
  - RFP for seats to be released in June 2010
  - Improved underbody protection design to be completed in 4Q FY10





- USMC LAV projected to remain ***in service until 2025***
- LAV family of vehicles must remain
  - ***Effective*** in the face of increasing threat capabilities
  - ***Supportable*** in the face of increasing age  
(Obsolescence is a growing issue)
- The challenge: ***How much survivability, lethality and mobility can be packed into an air-transportable, swim-capable LAV?***

- **Future Needs:**

- **Suspension Upgrades**
- **Sustainment Upgrades**
- **Reduced Energy Needs**
- **Lightweight Armor**
- **Improvements in Situational Awareness**



# Questions ?







# **MARINE CORPS SYSTEMS COMMAND PROGRAM EXECUTIVE OFFICER LAND SYSTEMS**



**Advanced Planning Briefing to Industry  
5-7 April 2010**



## **Global Combat Support System - Marine Corps (GCSS-MC)**

**Dan Corbin, Program Manager**

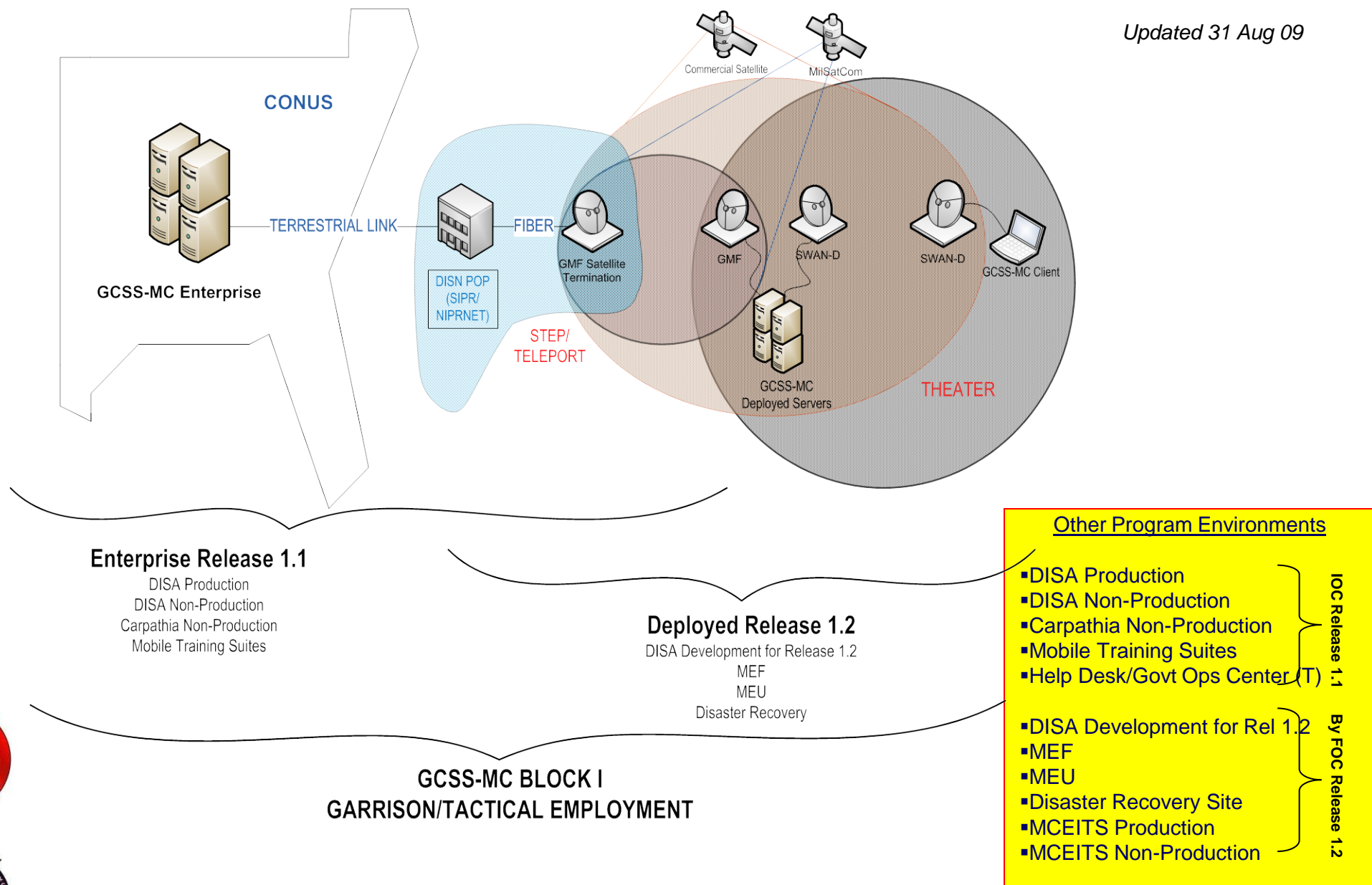
# Background and Information

- Global Combat Support System (GCSS-MC)
  - Designated ACAT 1AM July 2004
  - Built using COTS: Oracle 11i E-Business Suite
  - Provides Log Chain Mgmt (LCM) in a shared data environment
  - Improves capabilities for Combat Service Support (CSS) of a Marine Air-Ground Task Force (MAGTF) in expeditionary environments
  - Includes Operating Forces and Supporting Establishment
- Block 1 Capability
  - Single integrated supply/maintenance system
  - Visibility / enhanced equipment accountability
  - Near real time information to support decision making
  - Deployable to austere environments
  - Secure transfer of data between SIPR and NIPR
  - Capability to work in disconnected environment
- Future Capability
  - Warehouse Management, Transportation, Distribution
- Industry Help
  - Upgrade to Oracle Release 12
  - Integration of Automated Identification Technology
  - Post-Deployment Software Support (PDSS)

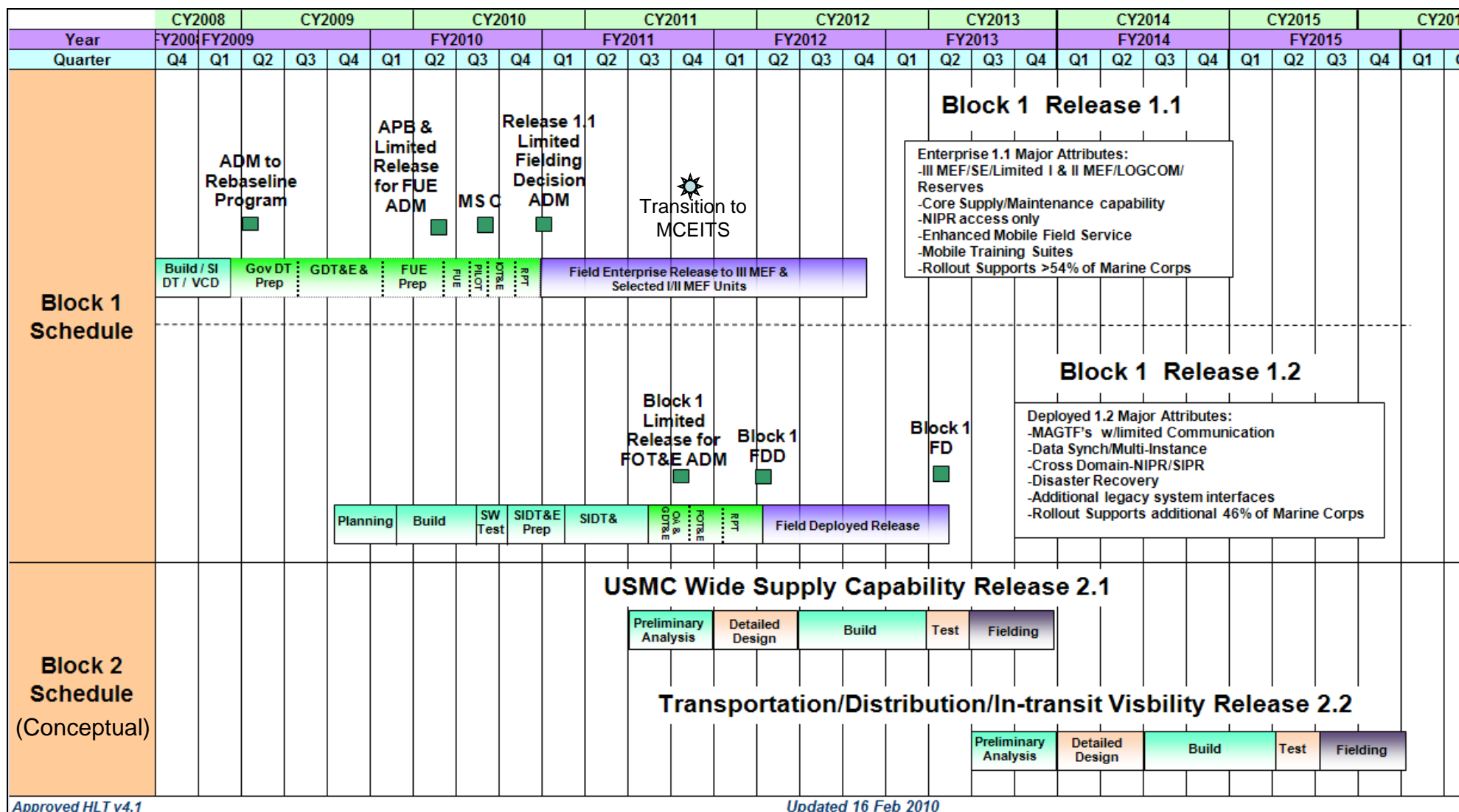


# GCSS-MC Block 1 Architecture

Updated 31 Aug 09



# Schedule

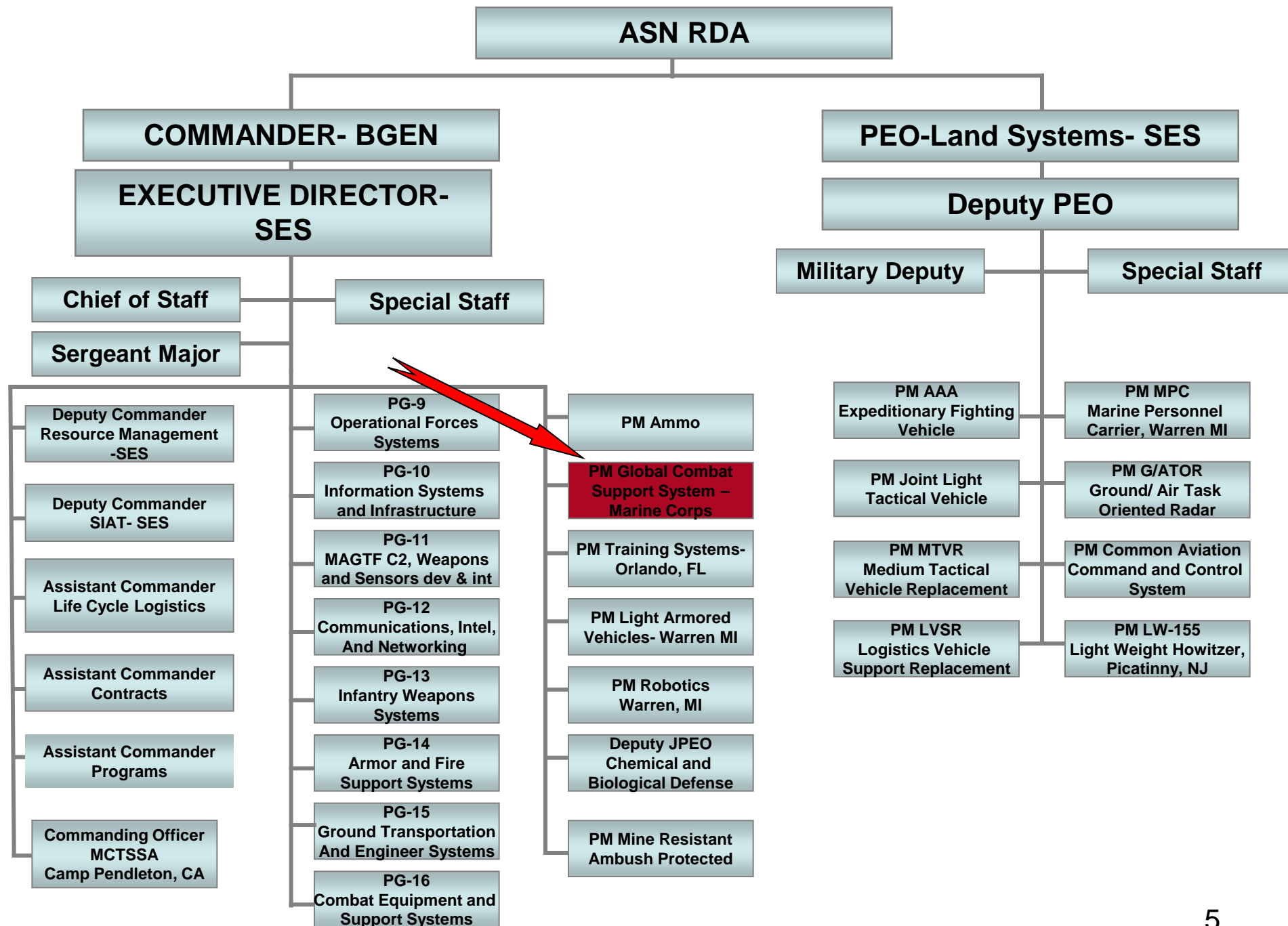


Approved HLT v4.1

Updated 16 Feb 2010

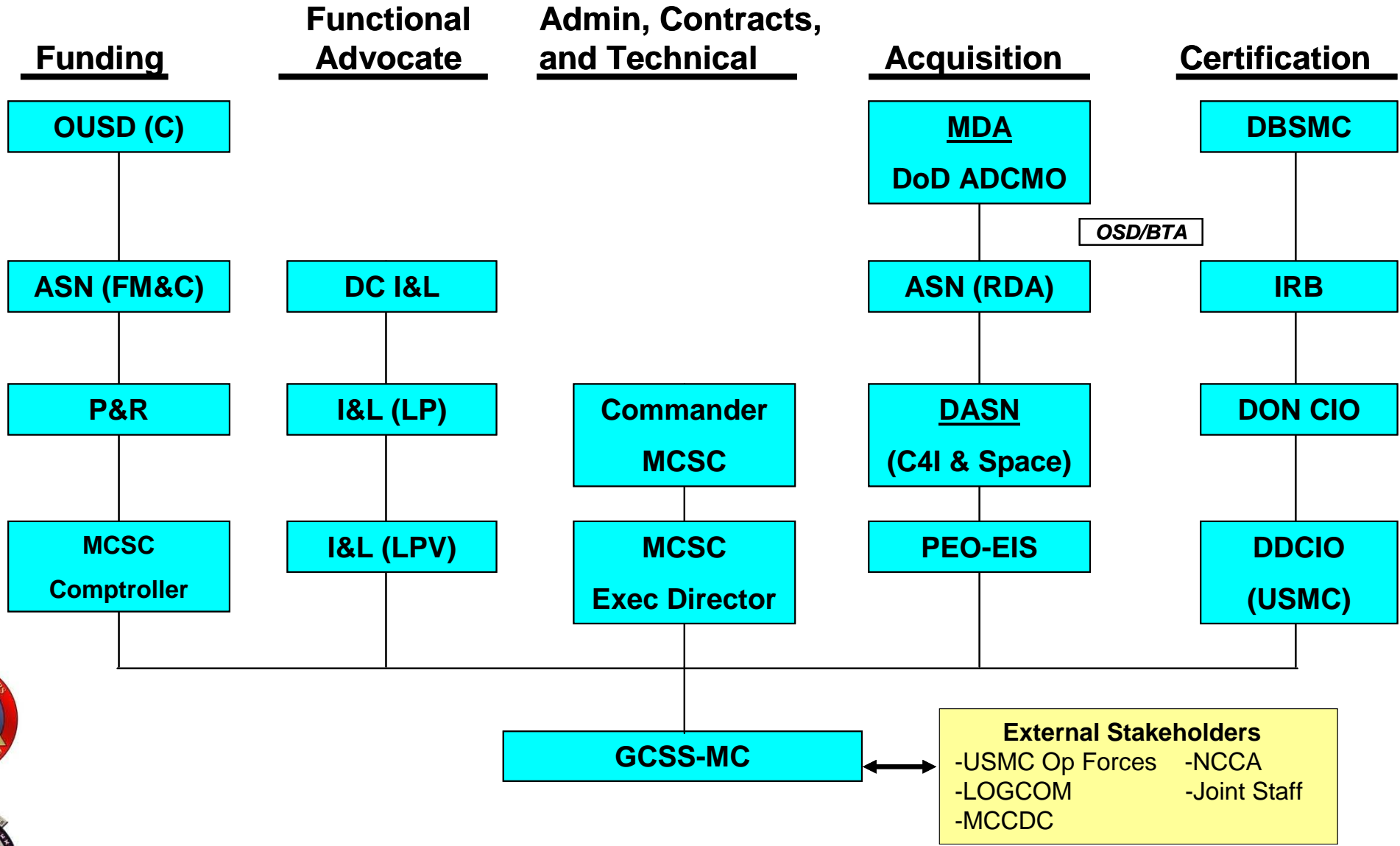
- The System went live on 16 March 2010 for Field User Evaluation
- Milestone C for Block 1 is May 2010
- Release 1.2 (Data Synch/Cross-Domain Solution) to be fielded for test in Aug 2011
- Block 1 Full Deployment planned for completion January 2013
- Block 2 to start Preliminary Analysis in 3rd Qtr, FY11

# Organizational Line Chart





# GCSS-MC Governance Chart





# GCSS-MC Principal Program Staff

|  |   |
|--|---|
| <b>Program Manager</b><br>Mr. Daniel Corbin<br>(703) 441-4058<br>daniel.corbin@usmc.mil                                | <b>Block 1.1 Project Manager</b><br>Scott Smid<br>(703) 441-4055<br>scott.smid@usmc.mil       |
| <b>Deputy Program Mgr – Operations &amp; Development</b><br>Pete Sandlin<br>(703) 441-8265<br>william.sandlin@usmc.mil | <b>Block 1.2 Project Manager</b><br>Dave Cooper<br>(703) 321-6412<br>dave.cooper@usmc.mil     |
| <b>Deputy Program Mgr – Future Ops &amp; Sustainment</b><br>Col Ed Mays<br>(703) 441-4093<br>edward.mays@usmc.mil      | <b>Engineering Competency Lead</b><br>Mark Jones<br>(703) 441-8267<br>mark.jones1@usmc.mil    |
| <b>Financial Manager</b><br>Rich Davis<br>(703) 441-2158<br>richard.d.davis4@usmc.mil                                  | <b>PM Competency Lead</b><br>Tom LaTurno<br>(703) 441-4047<br>thomas.laturno@usmc.mil         |
| <b>Contracting Officer</b><br>Mike Busansky<br>(703) 441-6432<br>michael.busansky@usmc.mil                             | <b>Logistics Competency Lead</b><br>Lisa Lawhorne<br>(703) 441-2598<br>lisa.lawhorne@usmc.mil |



# FYDP Investments

|               |     | FY10                                 | FY11 | FY12 | FY13 | FY14 | FY15 |
|---------------|-----|--------------------------------------|------|------|------|------|------|
| GCSS-MC       | R&D | 65.3                                 | 27.9 | 18.4 | 14.0 | 14.3 | 14.6 |
|               | PMC | 8.0                                  | 27.2 | 11.2 | 0.   | 19.8 | 15.0 |
| PB11 Controls |     |                                      |      |      |      |      |      |
|               |     | Block 1 Implementation / Sustainment |      |      |      |      |      |
|               |     | Block 2 Implementation / Sustainment |      |      |      |      |      |



# QUESTIONS





# *Equipping and Sustaining the Nation's Expeditionary 'Force of Choice'*

Mr. Brian R. Detter

Deputy Assistant Secretary of the Navy  
for Expeditionary Warfare

7 April 2010





# Department of the Navy

Secretary Ray Mabus

Under Secretary Bob Work

Assistant Secretary Sean Stackley





# SECNAV Priorities

Acquisition Reform

Unmanned Systems

Greening the Department



# SECNAV

## *Greening the Department*

- Evaluate energy use in contract awards
- Deploy Green Strike Group by 2016
- Cut petroleum use 50% by 2015
- Produce 50% of shore power by 2020
- 50% alternative energy for ships, tanks, vehicles, aircraft by 2020



# ASN/RDA Priorities

Get requirements right

Promote industrial base

Make every dollar count

Strengthen acquisition workforce

Enhance program performance



# DASN ExW Priorities

SECNAV Priorities

ASN/RDA Priorities

Expeditionary acquisition programs



# Marine Corps leading the way

MRAP

EFV

G/ATOR

CAC2S

Expeditionary energy

Body armor

Other programs



Brian R. Detter  
DASN, ExW  
703-614-479





# **MARINE CORPS SYSTEMS COMMAND**

## **PROGRAM EXECUTIVE OFFICER LAND SYSTEMS**



Advanced Planning Briefing to Industry

April 5-7, 2010



## **Robotic Systems Joint Project Office**

**Jeffrey Jaczkowski, Deputy Project Manager**

April 7, 2010

# COMMANDER

## PEO Land Systems

PM Expeditionary Fighting Vehicle  
PM JPMO, Lightweight 155, Picatinny, NJ  
PM Marine Personnel Carrier (MPC)  
PM Logistics Vehicle System Replacement (LVSF)  
PM Joint Light Tactical Vehicle (JLTV)  
PM Medium Tactical Vehicle Replacement (MTVR)  
PM Ground/Air Task Oriented Radar (G/ATOR)  
PM Common Aviation Command & Control System (CAC2S)

## Chief of Staff

Operations Cell  
Postal  
Reserve Affairs  
Security

## Chief Management Office (CMO)

Facilities, Services and Supply (FS&S)  
Office of the Command Information Officer (CIO)  
Strategic Change Management Center (SCMC)

## Sergeant Major

## EXECUTIVE DIRECTOR \*

## Special Staff

Corporate Communications  
International Programs (IP)  
Office of the Counsel >  
Office of Small Business Programs (OSBP)  
Safety <

## Deputy Commander Resource Management \*^

Resource Mgmt  
Competency Domain/  
Competency Leaders

Director,  
Financial  
Management

Director,  
Workforce Management  
and Development

## Deputy Commander SIAT \*^

Research & Systems  
Engineering  
Competency Domain/  
Competency Leaders

Director,  
Architectures and  
Engineering Analysis

Director,  
Information  
Assurance

Director,  
MAGTF and Joint  
Integration & Certification

Director,  
Systems Engineering  
and Technology

Commanding Officer  
MCTSSA  
Camp Pendleton, CA

## Product Group 09 Director, Operational Forces Systems

Product Group 10 Director,  
Information Systems &  
Infrastructure

Product Group 11 Director,  
MAGTF C2, Weapons &  
Sensors Development & Integration

Product Group 12 Director,  
Communications, Intelligence,  
& Networking Systems

Product Group 13 Director,  
Infantry Weapons Systems

Product Group 14 Director,  
Armor & Fire Support Systems

Product Group 15 Director,  
Ground Transportation  
& Engineer Systems

Product Group 16 Director,  
Combat Equipment and  
Support Systems

## Program Manager, Ammunition

Program Manager,  
Global Combat Support  
System-Marine Corps

Program Manager,  
Light Armored Vehicle  
Warren, MI

Program Manager,  
Mine Resistant  
Ambush Protected

Project Manager,  
Joint Robotic Systems  
Warren, MI

Program Manager,  
Training Systems  
Orlando, FL

Deputy JPEO,  
Chemical & Biological  
Defense  
Arlington, VA

## Assistant Commander Contracts ^

Contracts  
Competency Domain/  
Competency Leaders

## Assistant Commander Life Cycle Logistics ^

Life Cycle Logistics  
Competency Domain/  
Competency Leaders

## Assistant Commander Programs ^

Program Mgmt  
Competency Domain/  
Competency Leaders

\* = SES Position

^ = Competency Director

> = Counsel reports to DepCounsel to Commandant

< = Safety reports to SIAT

# Organizational Relationships

- Army – USMC MOA

**AMC**  
GEN Dunwoody

**Joint Center for Robotics**  
Dr. Hudas

**Joint Ground Robotic Enterprise**  
Dr. Overholt

- Over 20 Robotic Systems

**Robotic Systems JPO**  
Project Manager  
LtCol Thompson (USMC)

- Chartered by AAE

**MARCORSYSCOM**  
BGen Brogan

**PEO GCS**  
BG Ogg

**PEO Integration (BCT Mod)**  
MG Bartley

**PEO I – UGV**  
LTC Ferreira

**RDECOM-TARDEC**  
Dr. Bochenek

**MCWL**  
Jim Lasswell

**MCCDC**

**TRADOC**  
BG Dyess

**Maneuver Center of Excellence**  
COL Ellerson





# Robotic Systems Portfolio

## Maneuver



- IED Defeat Systems
- Disarm / Disrupt
- Reconnaissance
- Investigation
- Explosive Sniffer

## Maneuver Support



- Area/Route Clearance
- Mine Neutralization
- Counter IED
- CBRNE

## Sustainment



- Common Robotic Kit
- EOD
- Convoy
- Log/Resupply



# Adapting to the Changing Fight

- Robotic systems have functioned properly and reliably during OIF/OEF
- RS JPO has fielded over 6000 ground robotic systems since 2004

What the Joint Warfighter wants:

- Extended range and robust comms
- Smaller, more compact devices
- Common controller
- Longer battery life
- Increased endurance, dexterity & agility
- More capable payloads
- Cameras, comms, IED detection, etc
- More systems



**Although Marines are generally satisfied with current UMS, a common concern is the weight, size, frequency allocation, and power consumption**

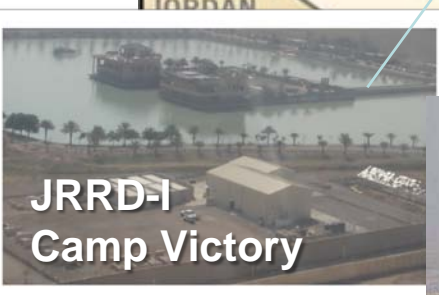




# Joint Robotic Repair and Fielding in OIF/OEF

Iraq

- 9 Soldiers/Marines
- 7 civilians
- 1400+ robots



Afghanistan

- 14 Soldiers/Marines
- 5 civilians
- 1350+ robots



Kandahar Air Field



Future sites at:

- Sharana (RC-E)
- Shindand (RC-W)
- Mazar-E-Sharif (RC-N)





# Near-Term Program Initiatives

- **Equipping the force (I MEF robot needs)**
  - Devil Pup (mini-EOD)
  - R2C robot
  - xBot
- **Robot modernization**
  - Comms
  - Tool kit
  - Battery tray
  - Additional payloads
- **Interoperability Industry Day – 15 June 2010**
- **Theater sustainment of ground robots**  
**Joint Robotic Repair and Fielding Activity**



# RS JPO Procurement Funding MV-4/Small Robot

| FY                  | FY 09   | FY 10   | FY 11   | FY 12   | FY 13   | FY 14   | FY 15   | FY 16   | FY 17  |
|---------------------|---------|---------|---------|---------|---------|---------|---------|---------|--------|
| MV4B Funds (\$m)    | \$16.09 | \$14.98 | \$16.65 | \$17.47 | \$12.13 | \$6.97  | \$4.91  | \$3.89  | \$1.70 |
| MV4B Systems        | 12      | 2       | 2       | 10      | 3       | 0       | 0       | 0       | 0      |
|                     |         |         |         |         |         |         |         |         |        |
| MTRS-RC Funds (\$m) | \$0.00  | \$2.50  | \$11.36 | \$16.06 | \$14.56 | \$14.90 | \$19.04 | \$12.62 | \$4.00 |
| MTRS-RC Systems     | 0       | 0       | 54      | 36      | 30      | 27      | 65      | 16      | 0      |



# RS JPO Current IDIQ Contracts

| Contractor/Contract Number             | POP        | Ceiling   | Ceiling Remaining |
|--|------------|-----------|-------------------|
| AGT, W900K-08-D-0034                   | 28-Feb-13  | \$45M     | \$24.27M          |
| DOK-ING, N61339-07-D-0012              | 31-Dec-11* | \$45M     | \$20M             |
| RC 50/60, Alion 0908041RW Task Order 1 | 31 Mar 10  | \$312,628 | Approx \$10K      |
| iRobot FasTac, W900K-08-D-0033         | 30-Sep-12  | \$286M    | \$158M            |
| ICX Nomadics IDIQ, N61339-07-D-0008    | 30-Sep-10  | \$28M     | \$8.36M           |
| Remotec, N61339-07-D-0013              | 22-Feb-11  | \$45M     | \$36M             |
| iRobot, PackBot, W900KK-08-D-0040      | 22-Aug-13  | \$200M    | \$168M            |

\* Contract extension in progress

3 March 2010



## RS JPO Near Term Contractual Actions

- Mini-EOD: Existing REF contract at Ceiling at 229 systems. New requirement for additional 119 systems plus spares. Working an Urgent action (UCA) to meet this requirement. Concurrently working a long term Mini EOD contract for future requirements and sustainment.
- Talon: New sole source 5 year IDIQ with a ceiling of \$75M for systems, spares, training and RMAs. Separate Systems Technical Support contract for approx. \$6-8M.
- Packbot: New sole source 5 year IDIQ with a ceiling of \$60M for systems, spares, training and RMAs.
- MV-4: Systems Technical Support (STS) stand alone contract. CPFF type contract. 3 year with a maximum of 60,000 hours.
- MV-4: New sole source 5 year IDIQ with 10 min/64 max and with a ceiling of \$43M. Includes, systems, spares, training, and FSRs. Current production contract is being extended to 31 Dec 11.
- Small Robot: Working with USMC to determine final requirements for the Route Reconnaissance & Clearance (R2C) robot Program of Record. A full & open competition will be utilized to select the contractor.
- Satellite Communication Services: For 12 months (May 10 to April 11) at all OCONUS JRRD Locations, estimated \$500k.



# Opportunities for Industry

- Small Robot for Clearance Company
  - Expected to competitively award 2QFY11
- EDD (Explosive Detection Device)
  - Anticipate Late FY10 competitive award for 1,500
- Open Architecture Standards for UMS Interoperability
- Robotic Components
  - Continue Contingency Systems
  - Second Sourcing Opportunities
  - Multiple Systems
  - Multiple Components
  - Varied Schedule
- Squad Multipurpose Equipment Transport (S-MET)
  - Competitive action with down select. Quantity of 5,900 units. Anticipate R&D efforts in FY14 and production in FY16. Currently working on LCCE to be completed 3QFY10.



- **Next Speaker:**







# Experimental Forward Operating Base (ExFOB), Power and Energy

**Jim Lasswell**  
**Tech Director**

**7 April 2010**

UNCLASSIFIED

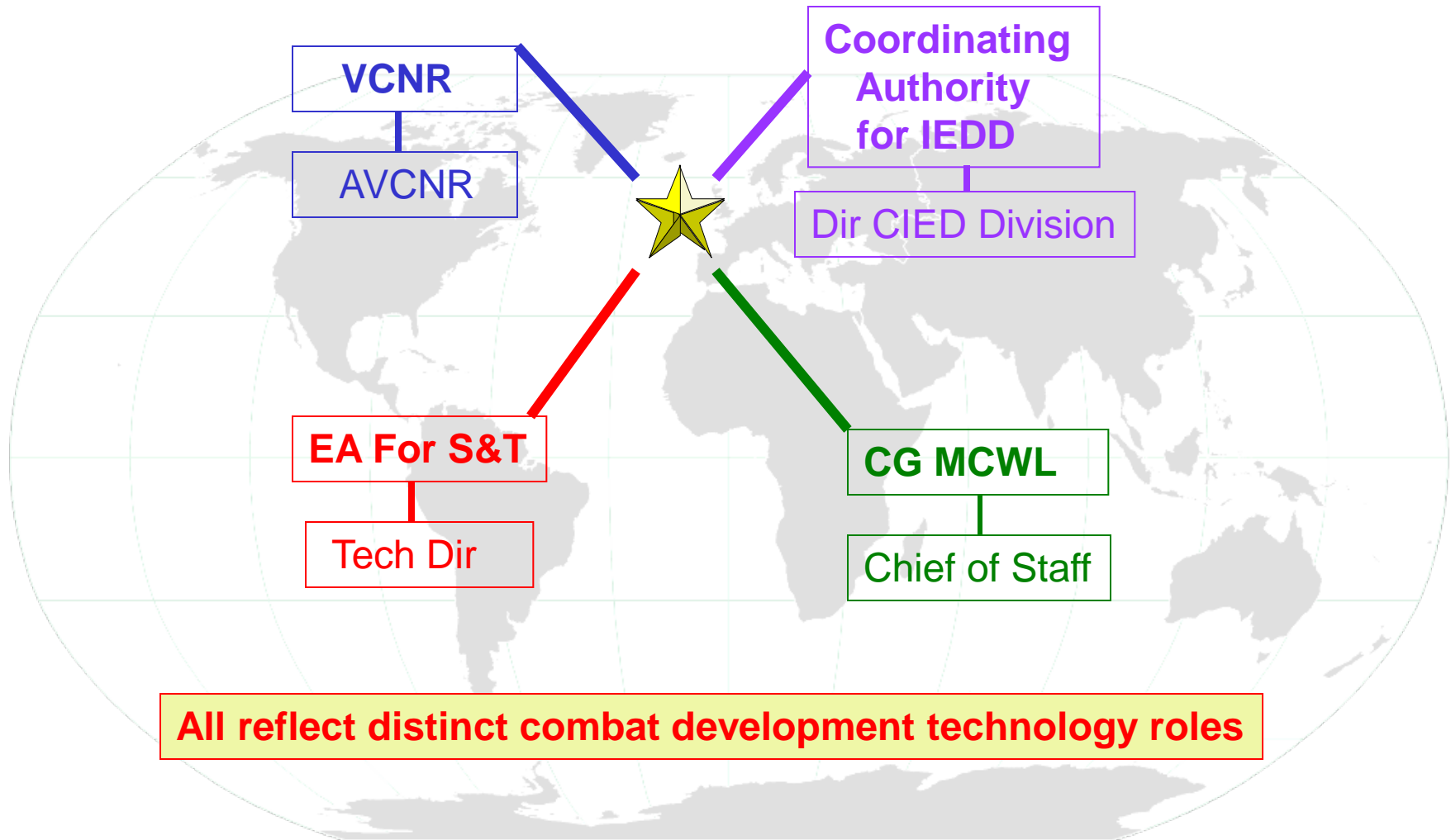




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# Four Assigned Responsibilities



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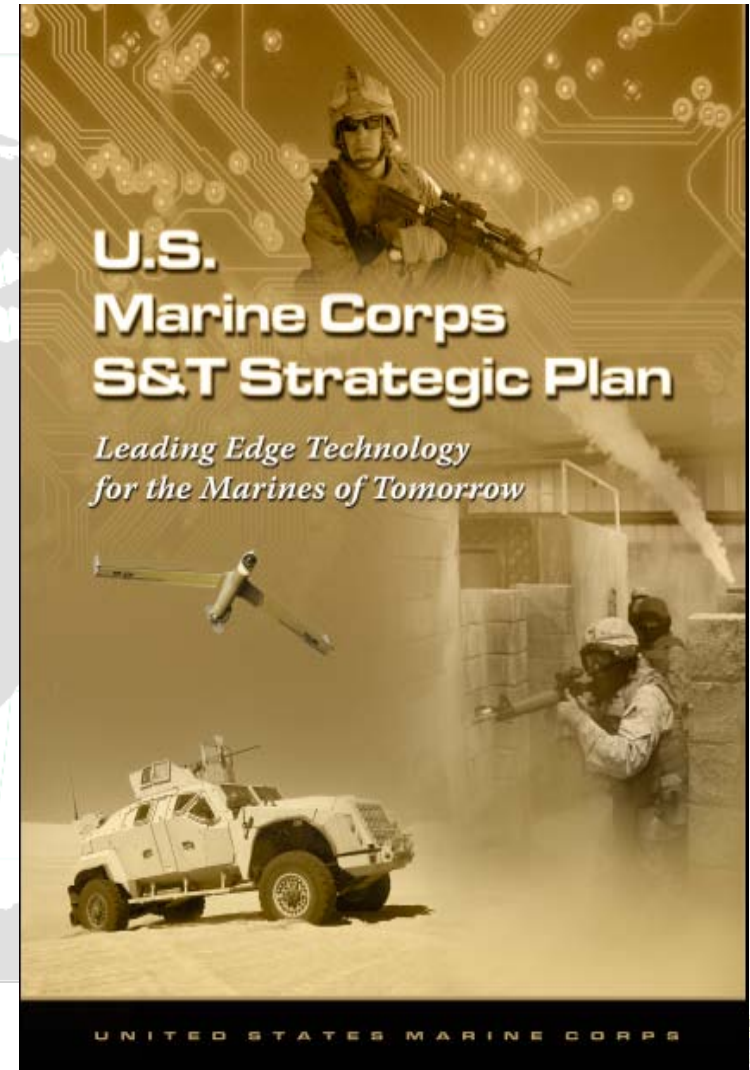
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# Marine Corps S&T Strategic Plan



- Expeditionary power issues
- Reducing Consumption
- Renewable Power Generation
- “Lightening the Load”
- Energy Efficient Installations and Facilities

Current Plan Published: July 09



UNCLASSIFIED





UNCLASSIFIED

# Issue: Increasing Power Consumers

## *Individual Marine Power Requirements*



**AN / PVS-17**  
AA Battery



**AN / PVS-14**  
AA Battery



**AN / PAS-13D**  
AA Battery



**AN / PEQ-16A**  
DI-123A Battery



**Hand-held flashlight**  
AA Battery



**MIOX Water Purifier**  
AA Battery



**AN / PSC-13 D-DACT**  
Unique or AA Battery



**DAGR**  
AA Battery



**AN / PRC - 148 or 152**  
Unique Batteries



**AN / PRC-153**  
Unique Battery



**Quiet Pro Headset**  
Unique Battery



**Squad Digital Camera**  
Unique Battery



**AN / PRC-117F**  
BA-5590 / BA-5390 / BB-2590 Batteries



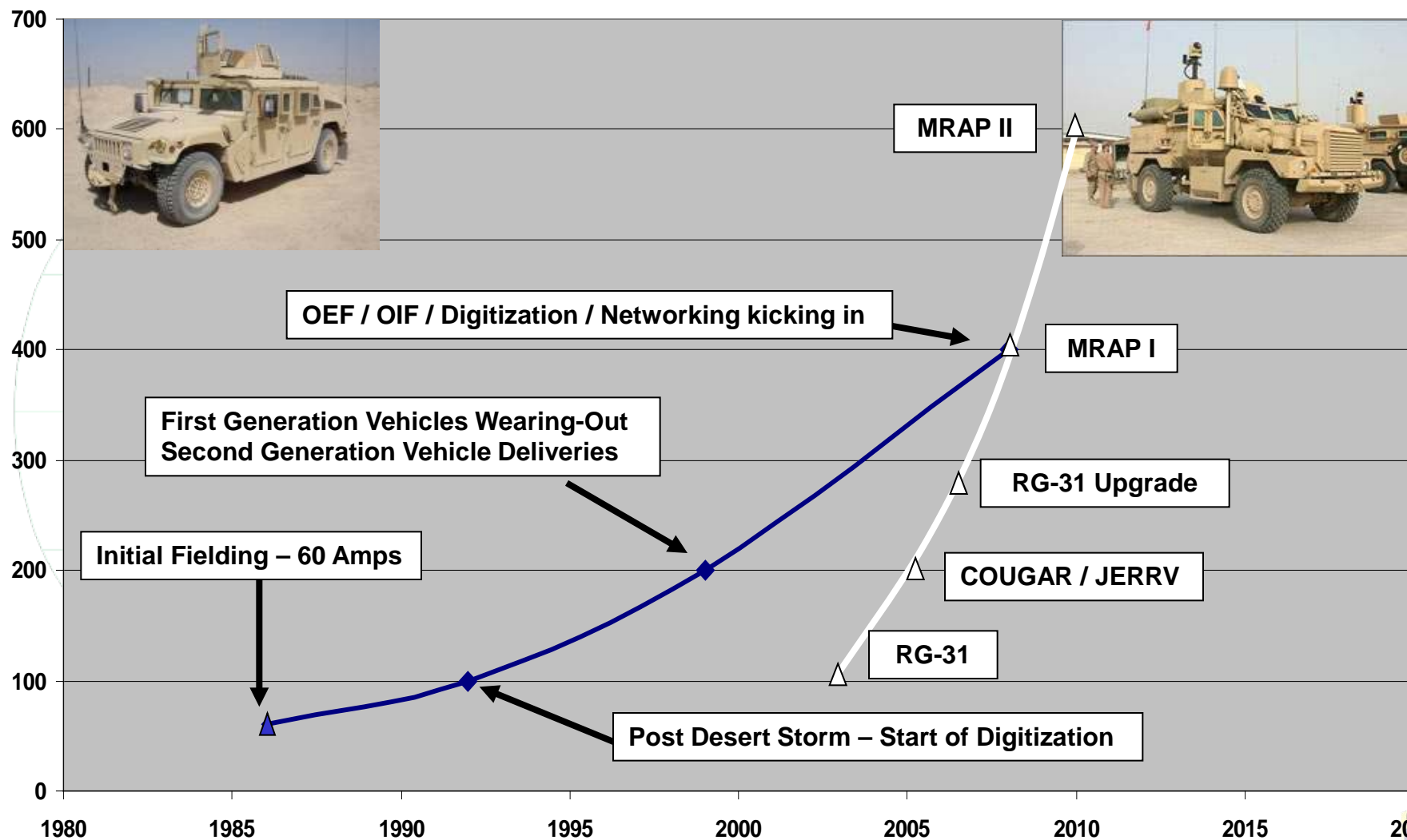
**Rugged Laptop**  
Unique Battery





# Issue: Increasing Power Demands

Alternator Amperage Rating on HMMWV / MRAP at 28 VDC

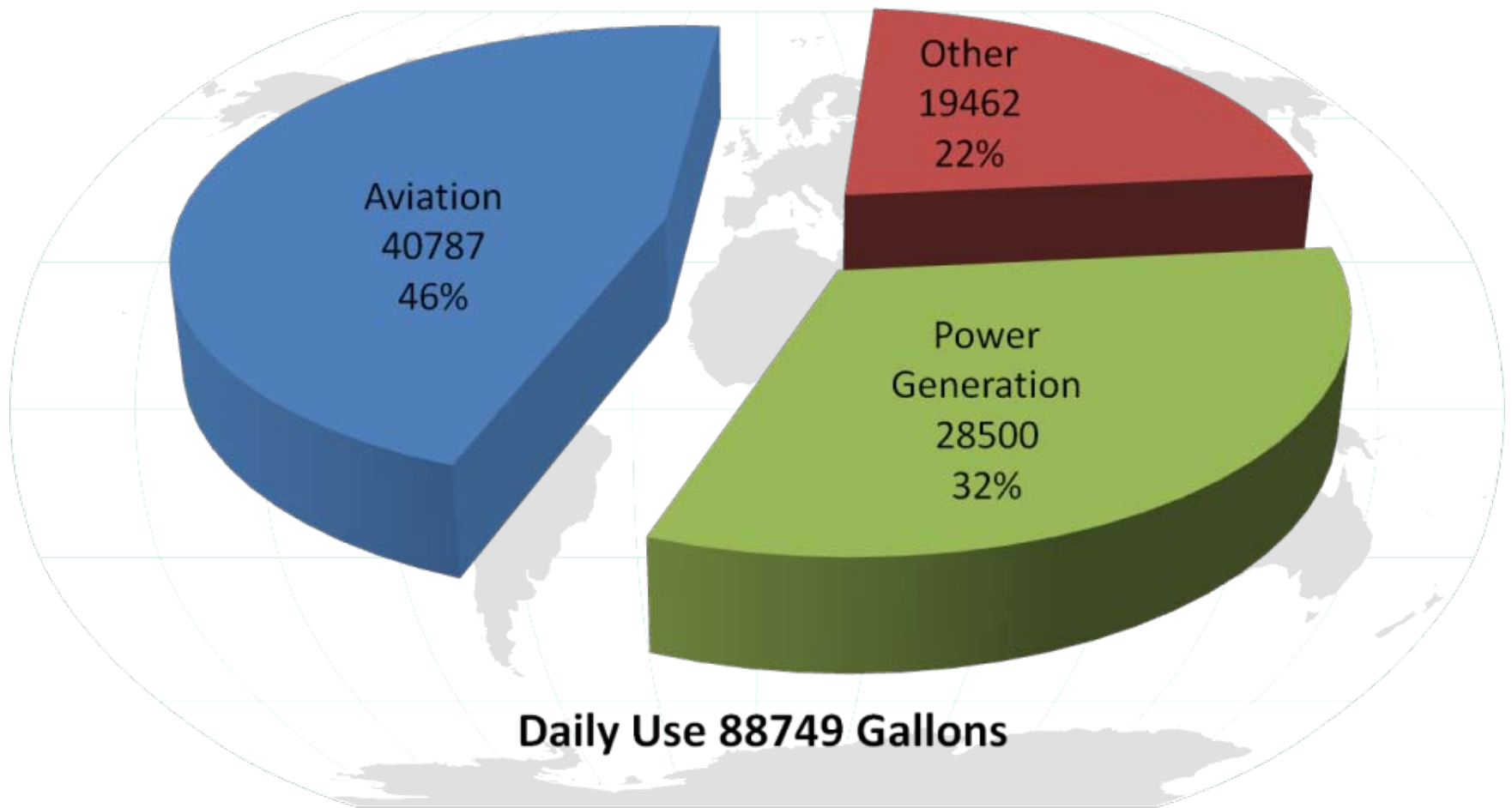


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# MEB-A Fuel Use in OEF

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Source MEB-A Bulk Fuels Officer for August 2009

UNCLASSIFIED





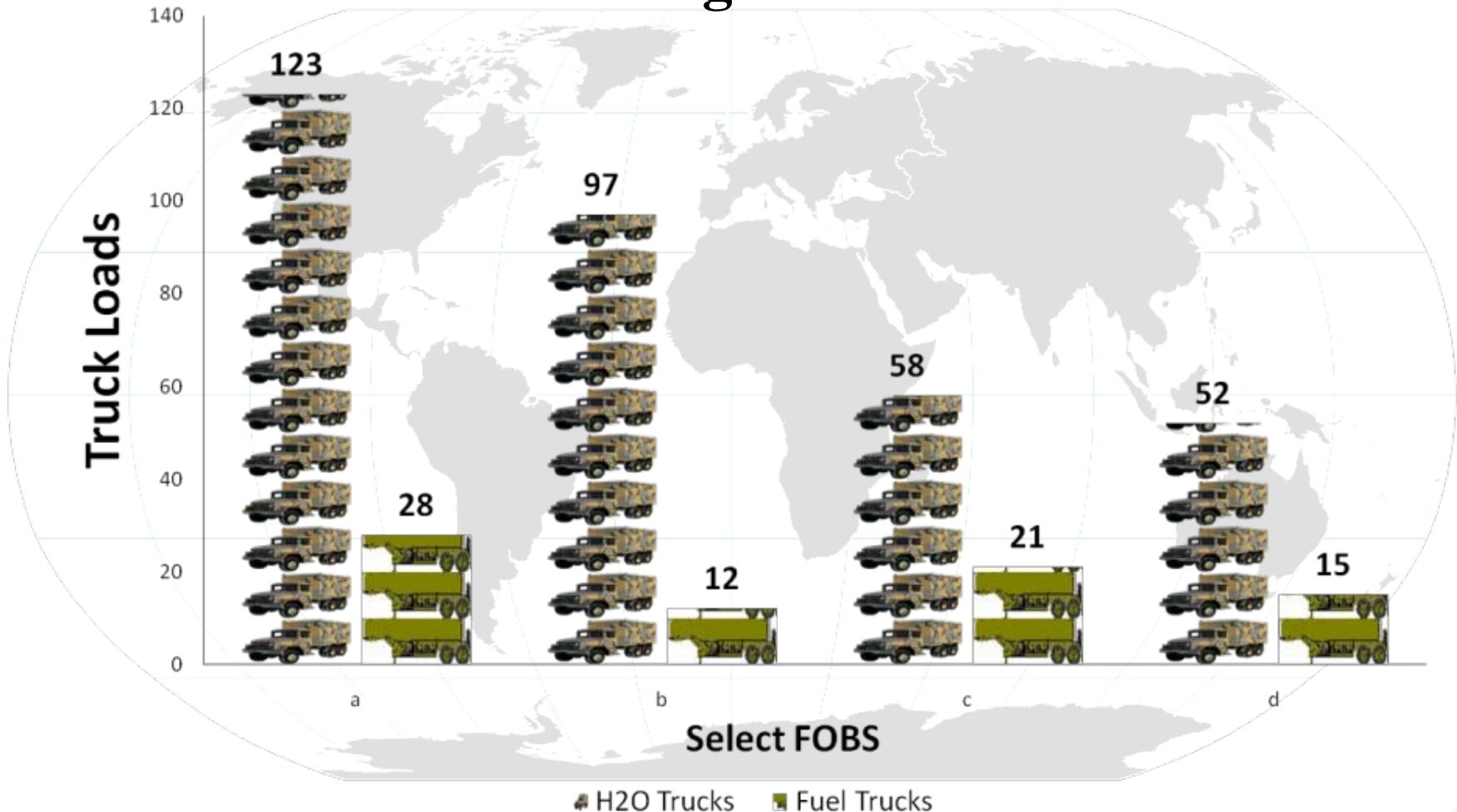


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# Issue: Cost of Water Movement

## At the Tactical Edge Water is the Problem



Data Source CLB-8 period June 13 – September 11 2009

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UNCLASSIFIED

# Immediate Cargo Unmanned Aerial System



**Kaman Lockheed KMAX**



**Boeing: A160T Hummingbird**

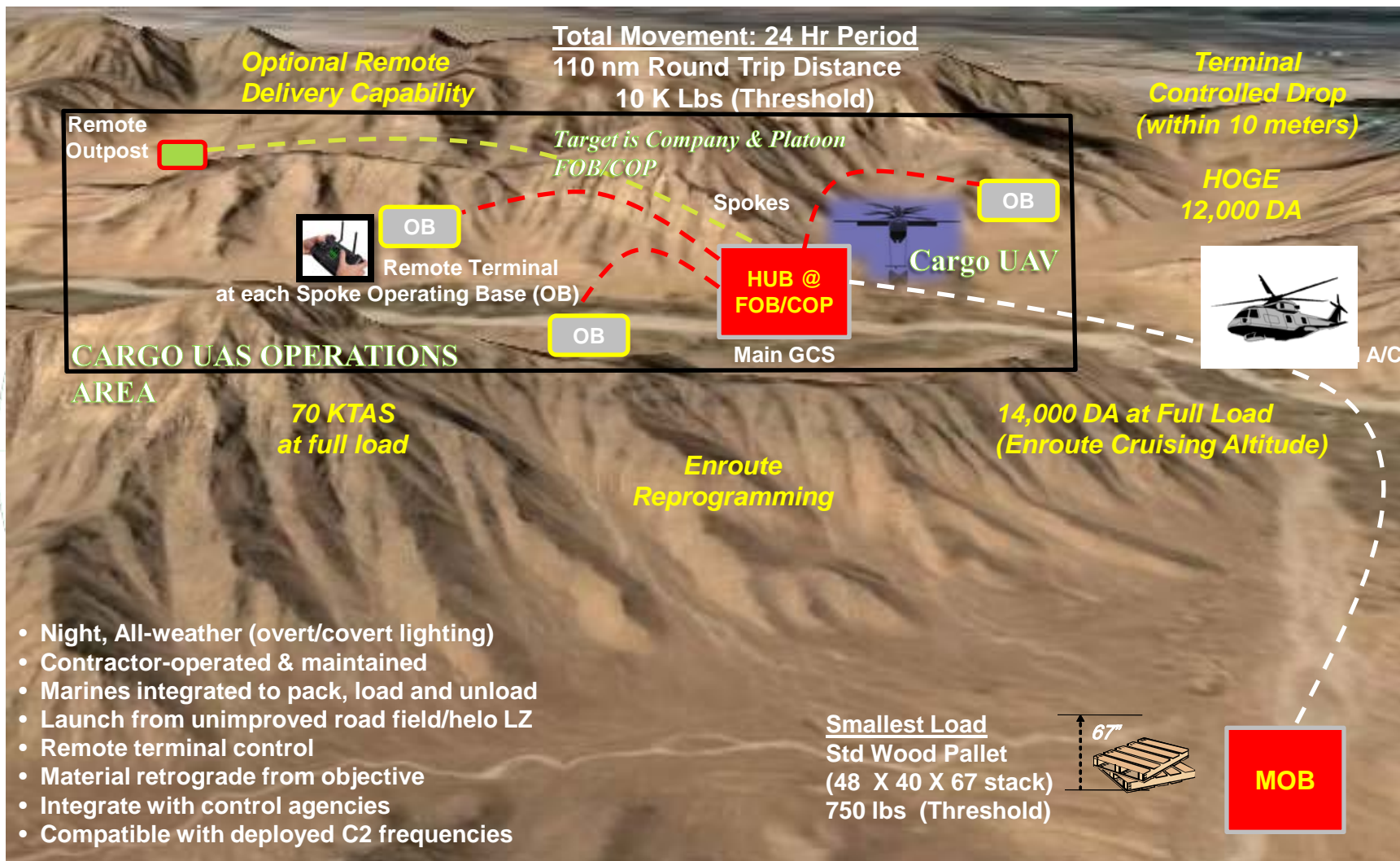
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# CONOPS



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# Energy



**Dependent on Contractors**



**On the Job Training  
(Note: Generator Manual)**



**Inefficient Use  
(3 Gens Running)**

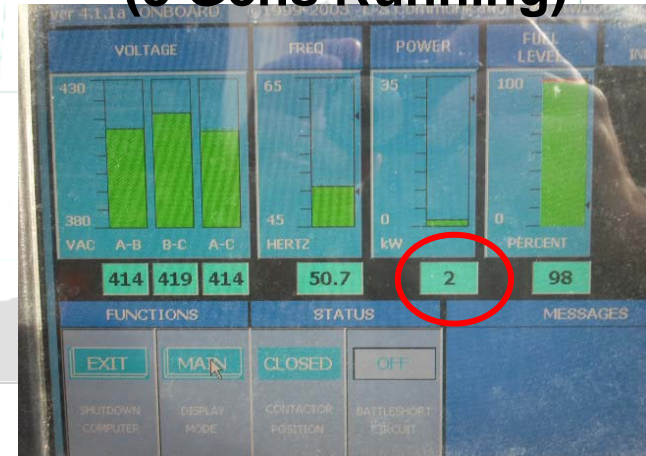


**Lack of Trained  
Generator Mechs**



**Local  
Propane**

**Afghan  
Solar**



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# Water



**Lake of Bottle Water**



**Potable Water Available  
(Concern is Distribution)**



**Well Installed  
On FOB by  
Local Afghans**



**Contract Drilling**



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# Shelter



**Using on hand solutions**

**Need Long Term Efficient Solutions**



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# ExFOB Purpose



- **Optimize Forward Operating Base (FOB) Design**
  - Balance Functionally with Efficiency
  - Improve operations of USMC FOB tactics, techniques, and procedures
- **Provide Industry an Opportunity to Demonstrate**
  - Technology
  - Optimization Tools and System Design

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# ExFOB: Key Stakeholders



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# ExFOB Demonstrations

- **General Characteristics**

- Transportable via Small Tactical Vehicle
- Commercial Off the Shelf (ExFOB Phase-2)
- Future Technology Demonstrations (ExFOB Phase-3)

- **Water**

- Purification (75-125 gals/hr)
- Distribution (Small Packaging Systems)

- **Energy**

- Generation (2kW-100kW)
- Distribution (Micro-Grid)

- **Energy Efficient Structures**

- Mobile / Reusable
- Energy Efficient

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# Solar Power Adaptor for Communication & Electronics Systems (SPACES)

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# *Deployable Renewable Energy Alternative Module (DREAM)*



UNCLASSIFIED





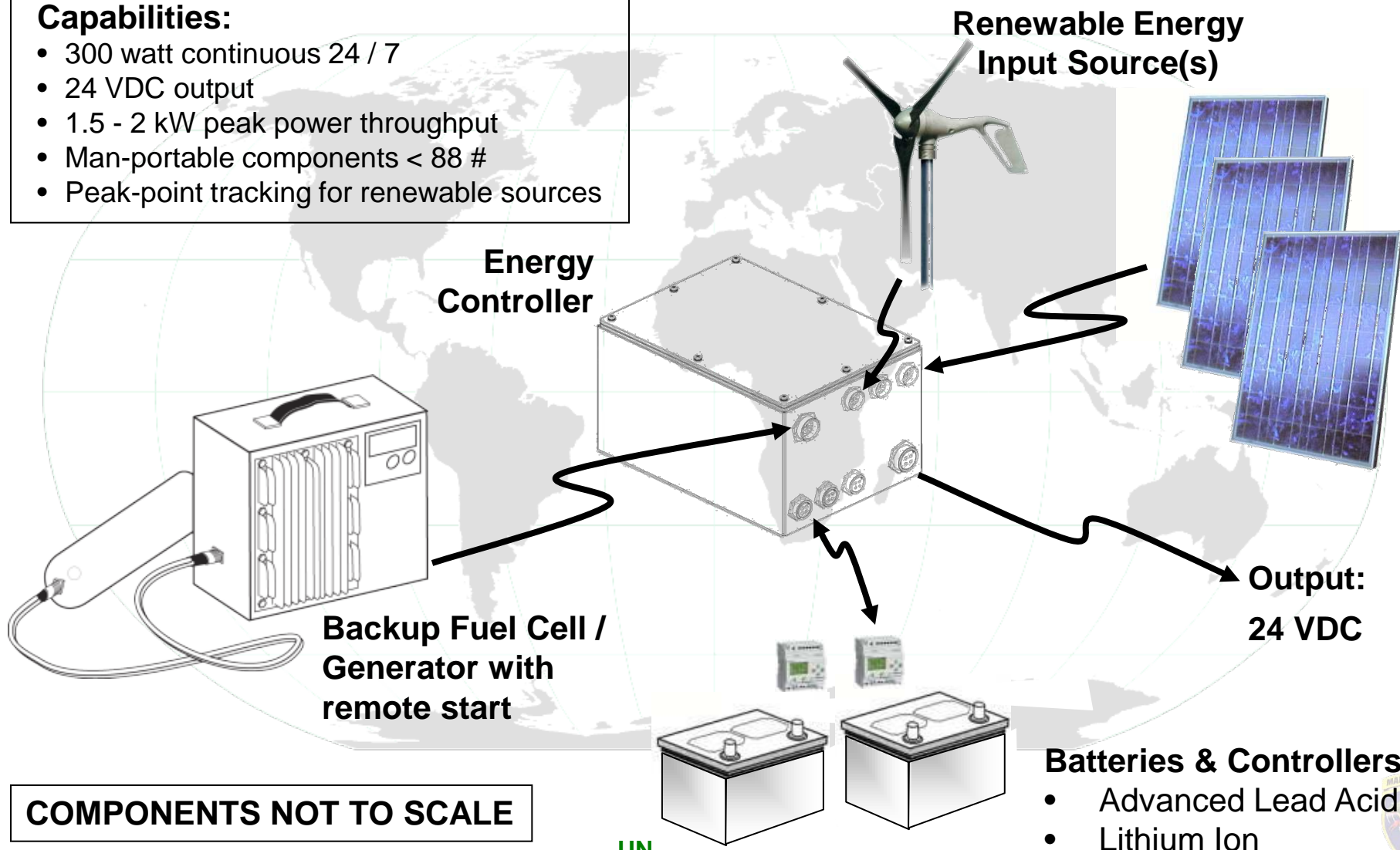


# UNCLASSIFIED *Ground Renewable Expeditionary Energy Network (GREEN)*



## Capabilities:

- 300 watt continuous 24 / 7
- 24 VDC output
- 1.5 - 2 kW peak power throughput
- Man-portable components < 88 #
- Peak-point tracking for renewable sources



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# ExFOB Timeline

- **15-19 Feb 10 - Phase-1**
  - USMC Only
  - Optimize USMC Equipment
- **22 Feb – 5 Mar – Phase-2**
  - Industry Demonstrations (COTS)
- **May – Phase-3**
  - Initial “Implementation Team” to OEF
- **2 – 13 Aug – Phase-4**
  - Industry Demonstration of technology other than COTS
  - RFI expected to be released in May

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# Questions?



**Phase 4 ExFOB:  
Cliff Anderson ONR 30  
cliff.anderson@navy.mil**

**Technology Initiatives Screening Officer:  
Dr Paul Muessig (TISO)  
paul.muessig@usmc.mil  
(703) 432-2066**

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# Expeditionary Maneuver Warfare & Combating Terrorism S&T Department

Code 30



OFFICE OF NAVAL RESEARCH

## Marine Corps Systems Command -Advanced Planning Brief to Industry

**Mr. George Solhan**  
**Deputy Chief of Naval Research,**  
**Expeditionary Maneuver Warfare and**  
**Combating Terrorism (ONR 30)**

7 April 2010



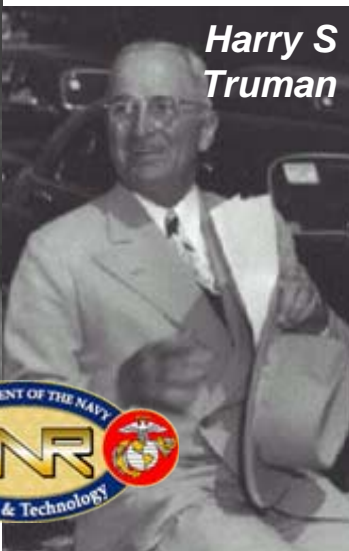
# Naval Research: A Statutory Mission

Naval Research Laboratory (Appropriations Act, 1916):  
*“[Conduct] exploratory and research work...necessary...  
for the benefit of Government service, including the  
construction, equipment, and operation of a laboratory....”*

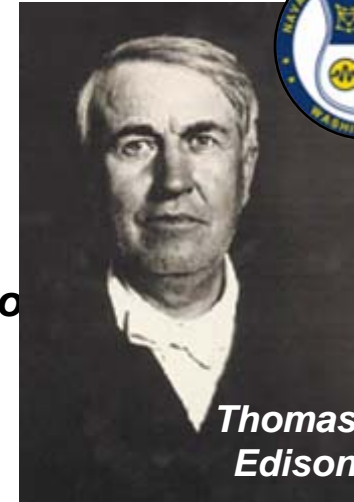
Office of Naval Research (Public Law 588, 1946):  
*“... plan, foster, and encourage scientific research  
in recognition of its paramount importance as related to  
the maintenance of future naval power, and the  
reservation of national security.... ”*



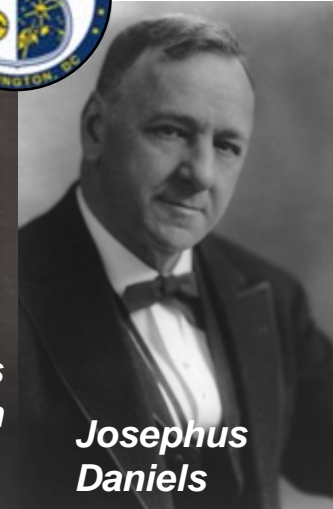
Vannevar  
Bush



Harry S  
Truman



Thomas  
Edison

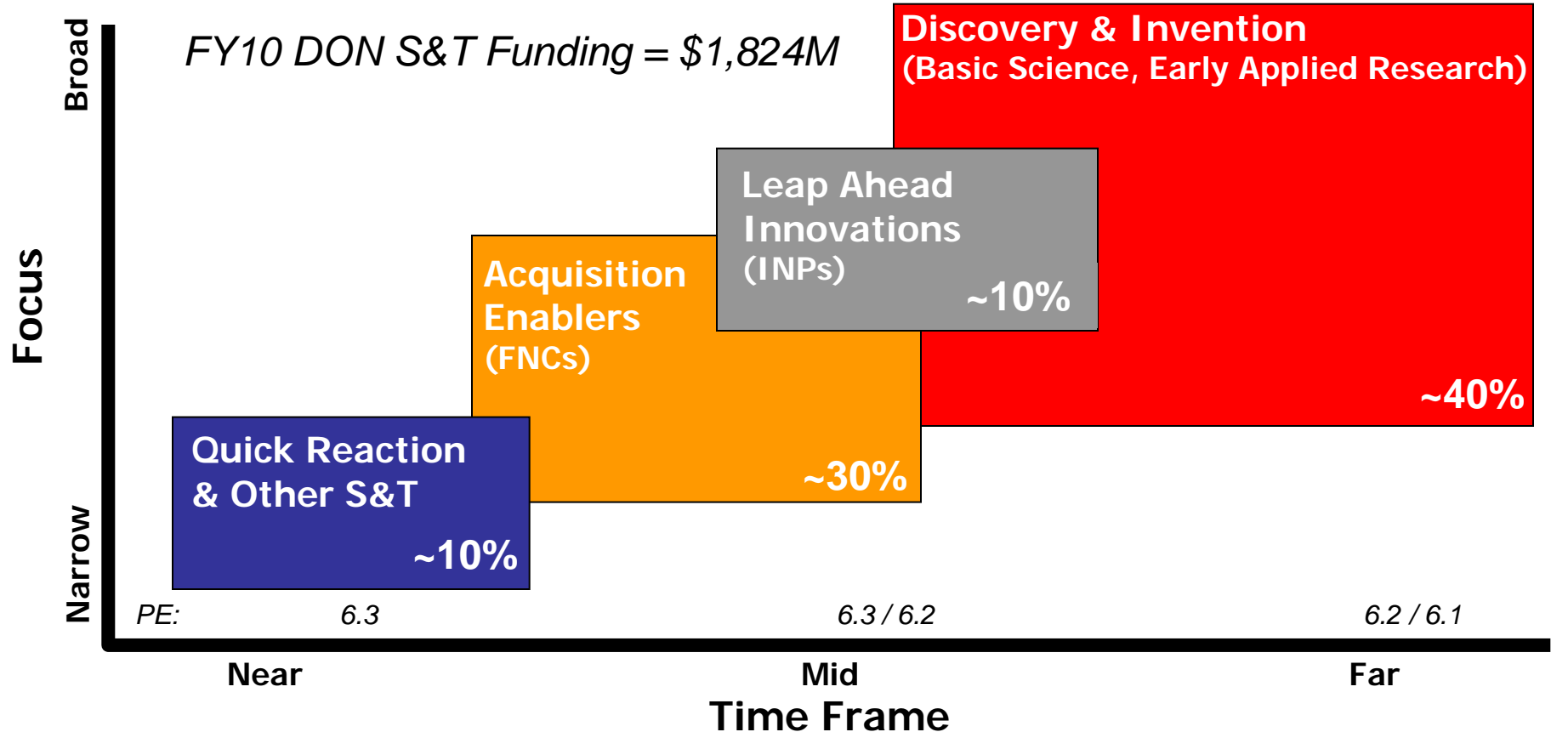


Josephus  
Daniels

Transitioning S&T (Defense Authorization Act, 2001):  
*“...manage the Navy’s basic, applied, and advanced  
research to **foster transition** from science and  
technology to higher levels of research, development,  
test, and evaluation.”*



# S&T Focused on Naval Needs



## Quick Reaction (10%)

- Tech Solutions
- Experimentation
- MC S&T (MCWL, JNLW, etc.)

## Acquisition Enablers (36%)

- Future Naval Capabilities
- Warfighter Protection
- Capable Manpower
- LO/CLO

## Leap-Ahead Innovations (12%)

- Innovative Naval Prototypes
- NSPs
- Swampworks

## Discovery & Invention (42%)

- Basic & Early Applied Research
- National Naval Responsibilities
- Education Outreach HBCU/MI



# ONR S&T Departments

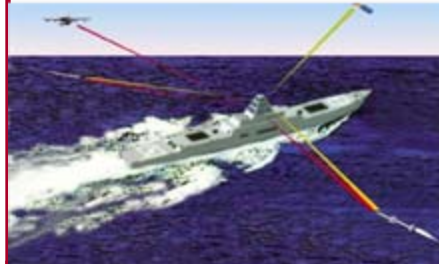
## Code 30



**Expeditionary Maneuver  
Warfare & Combating Terrorism**

## Code 31

### C4ISR



## Code 32

### Ocean Battlespace Sensing



## Sea Warfare and Weapons



## Code 33

## Warfighter Performance



## Code 34

## Air Warfare and Weapons



## Code 35





# ONR 30 Organization

## Expeditionary Maneuver Warfare and Combating Terrorism S&T

Human, Social, Cultural, and Behavioral Sciences (HSCB)

### Hybrid Complex Warfare Sciences Division (301)

Basic Research Counter IED

### Applications Division (302)

FITE JCTD

### Combating Terrorism & Integration Division (303)

Maritime Irregular Warfare

Operational Adaptation + HSCB

### FY2011 R2 Activity Areas & ONR Code 30 Thrust Areas

#### HPT&E\* Thrust

#### C4 Thrust

#### ISR Thrust

#### Fires Thrust

#### Logistics Thrust

#### Maneuver Thrust

#### Force Protection Thrust

### ONR Code 30 Technology Investment Areas – Focused Thrust Level S&T Investments

- ✓ Enhanced Physical Readiness
- ✓ Mental Resilience & Cognitive Agility
- ✓ Expertise Development

- ✓ Network Centric Warfare -Interoperability
- ✓ Over-The-Horizon Comms & Gateways
- ✓ Small Unit Technologies

- ✓ Persistent ISR
- ✓ Knowledge Generation
- ✓ ISR - C2 (Actionable Intelligence)
- ✓ Biometrics
- ✓ Tag, Track & Locate

- ✓ Targeting & Engagement
- ✓ Advanced Ammo
- ✓ Advanced Weapons

- ✓ Asset Visibility
- ✓ Logistics Transport
- ✓ Operational Self-Sufficiency
- ✓ Maintenance Reduction
- ✓ Infrastructure

- ✓ Survivability
- ✓ Advanced Mobility
- ✓ Maneuver Enablers

- ✓ Detection
- ✓ Neutralization
- ✓ Mitigation

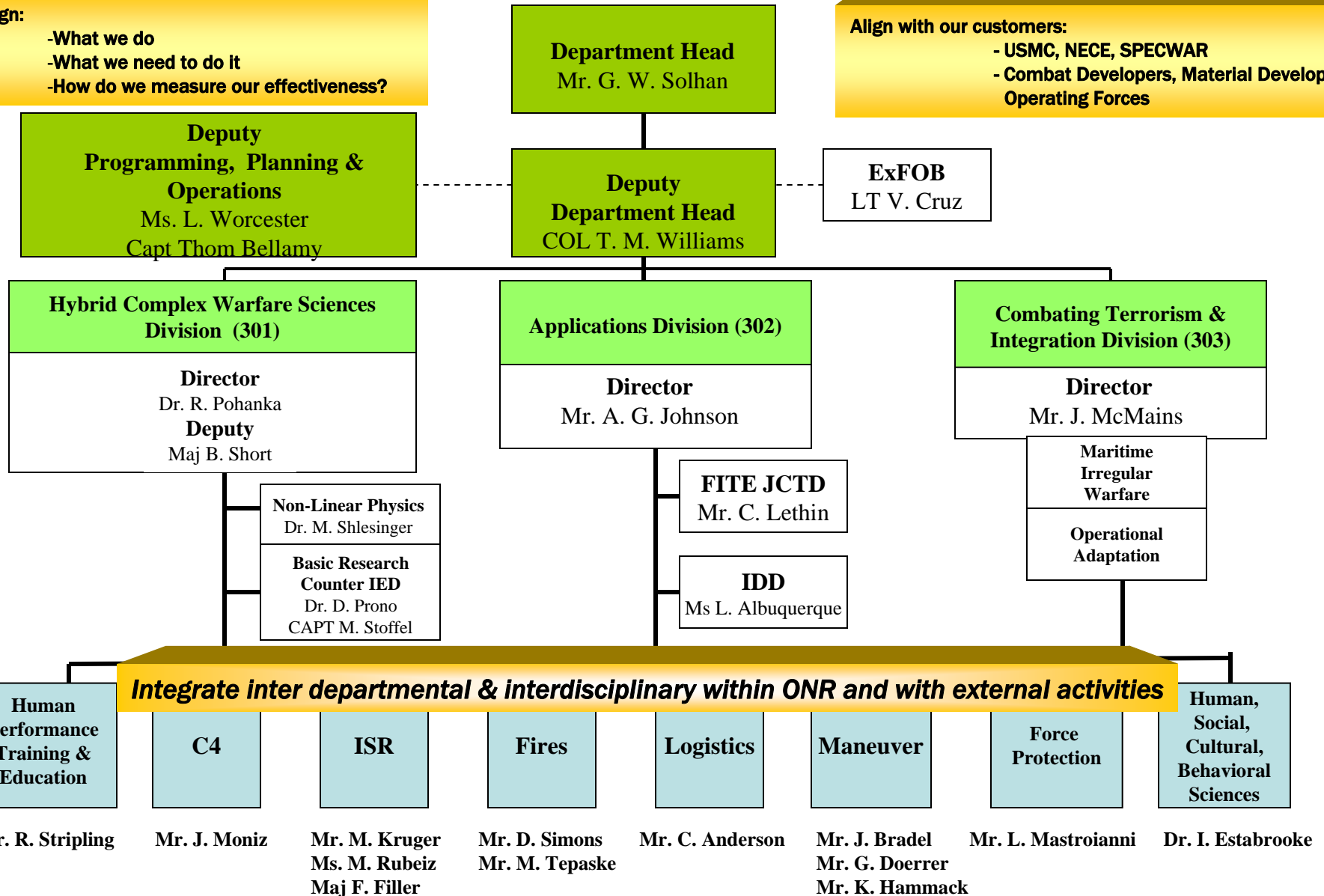
***Focus on the warrior as a system,  
rather than the platform!***

**Align:**

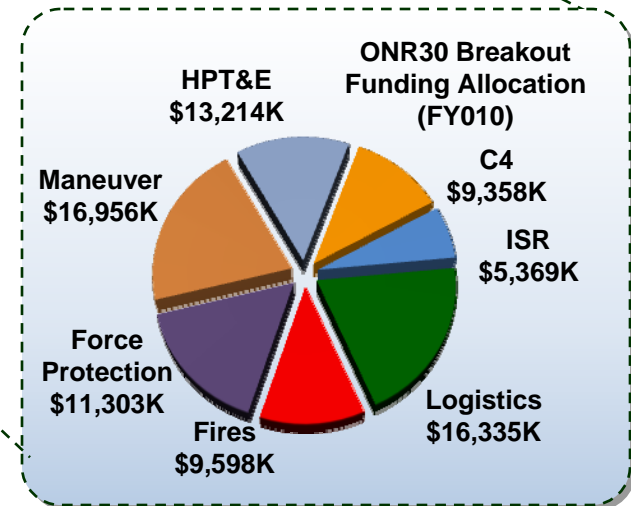
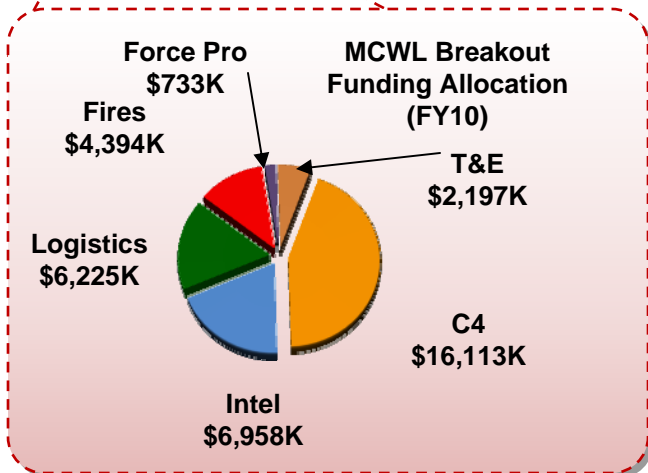
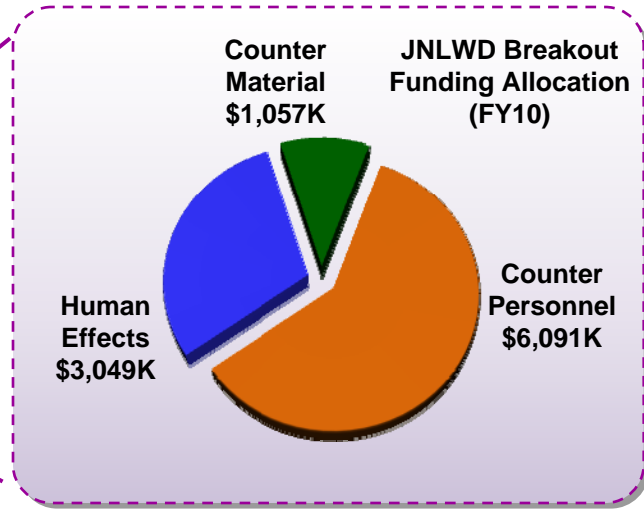
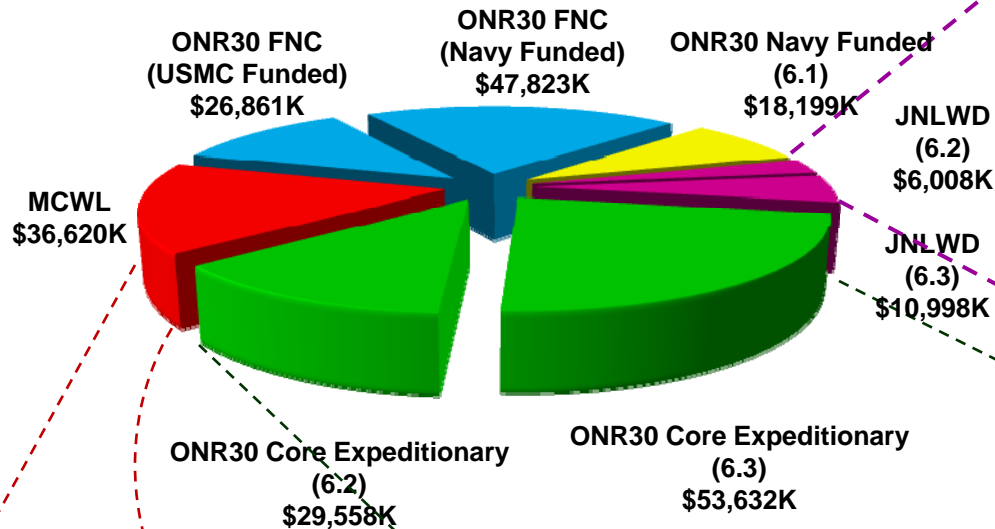
- What we do
- What we need to do it
- How do we measure our effectiveness?

**Align with our customers:**

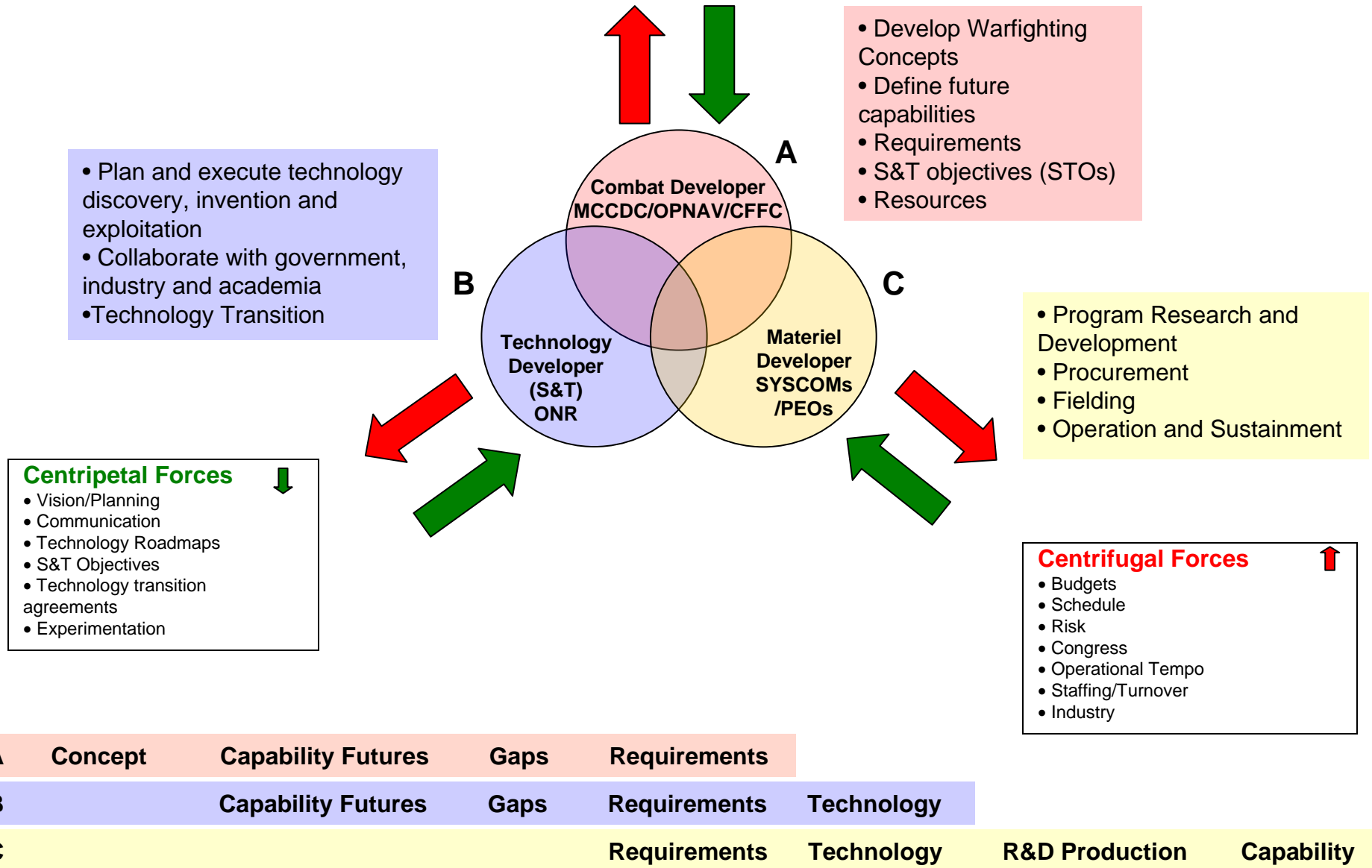
- USMC, NECE, SPECWAR
- Combat Developers, Material Developers, Operating Forces



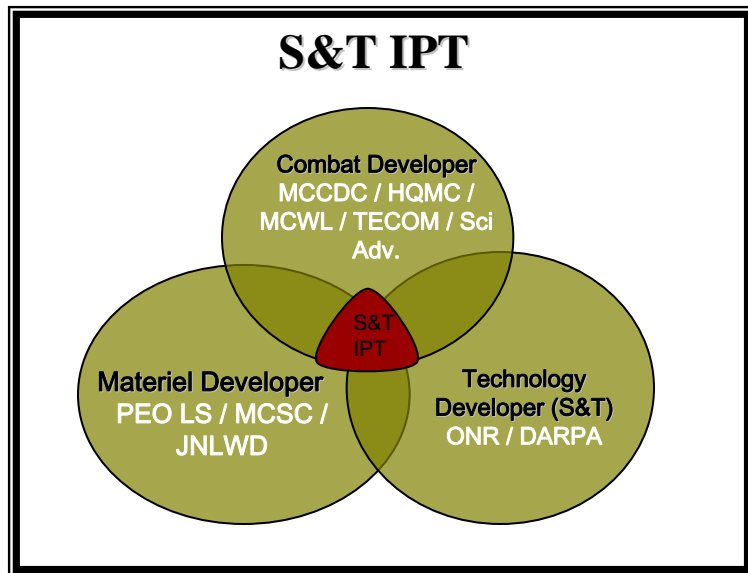
# FY10 Marine Corps Funding Allocation



# The “The Three Circles”



# S&T IPT & FWG Organizational Construct



## Core Membership – key stakeholders

**Technology Dev:** Mr. George Solhan – Chairman

**Executive Sec to EA S&T:** Mr. Jim Lasswell

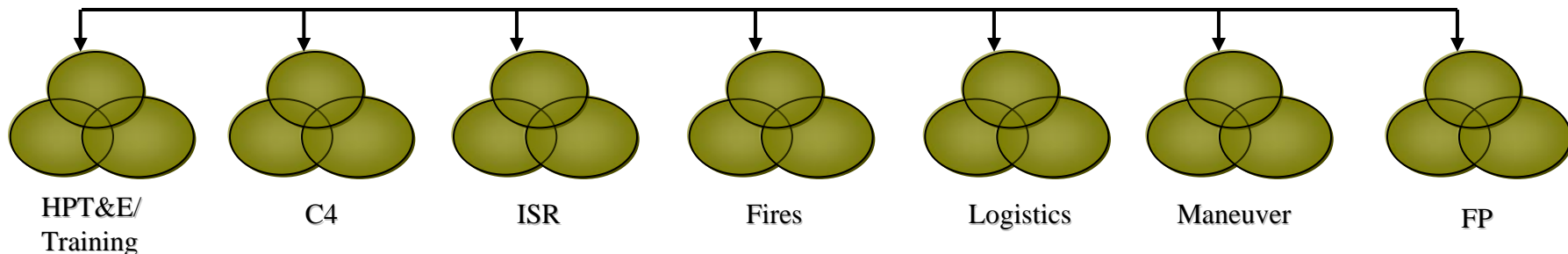
**Technology Dev:** Mr. Paul Gido - ACNR

**Combat Dev:** Mr. Len Blasiol

**Material Dev:** Mr. David Ungar, Mr Mike Halloran

**Additional Core:** TBD to match charter construct

## Functional Working Groups (FWG)



|                |               |                 |                |                |                 |                 |
|----------------|---------------|-----------------|----------------|----------------|-----------------|-----------------|
| Maj Kibel      | LtCol Manaco  | Maj Scheidler   | Maj Cunningham | Paul Neubert   | Maj Walters     | John Montemayor |
| Roy Stripling  | John Moniz    | Martin Kruger   | Dan Simons     | Cliff Anderson | Jeff Bradel     | Lee Mastroianni |
| Martin Bushika | Chris Zaffram | Marty Jackson   | Craig Melton   | Scott Story    | Scott Story     | George Gibbs    |
| Rich St. Amour | Fran Bonner   | Rick Shrewsbury | Joe Lipinski   | Gloria Tuck    | Craig Harvey    | George Gibbs    |
| Dan Wright     | Mac McKinney  | Maj Sadler      | Jim Haig       | Dan Wright     | Greg Kesselring | Greg Kesselring |

**Combat Developer**

**Technology Developer (S&T)**

**Material Developer**



The glass is half full!



ONR

The glass is half empty.



SYSCOM

Half full...No! Wait!  
Half empty!..No, half...  
What was the question?



MCCDC/OPNAV

Hey!  
I ordered a cheeseburger!



Fleet/MARFOR





# Aligning to Strategic Guidance

## SECNAV Priorities

- Taking care of our Sailors, Marines, Civilians, and their Families
- Treating energy in DON as an issue of national security
- Creating acquisitions excellence
- Optimizing unmanned systems

## CNO Priorities

- Build the Future Force
- Maintain Warfighting Readiness
- Develop & Support Our Sailors, Civilians and Families

## Commandant Guidance

- Achieve victory in the War
- Right-size our Corps
- Provide a fully prepared naval force
- Be most ready when the Nation is least ready
- Improve the quality of life for our Marines and our families
- Rededicate ourselves to our Core Values and warrior ethos
- Posture the Marine Corps for the future

## CNR 2010 Priorities

1. Focus on S&T areas that provide the biggest payoff for our future
2. Be innovative in our thinking and business processes
3. Improve our ability to transition S&T into acquisition programs
4. Improve strategic communication and engagement with stakeholders



# S&T Priorities

1. Focus on S&T areas that provide the biggest payoff for our future
2. Be innovative in our thinking and business processes
3. Improve our ability to transition S&T into acquisition programs
4. Improve strategic communication and engagement with stakeholders

## S&T areas with biggest payoff:

- ***Autonomous Systems***
- Hypersonics and Directed Energy
- Warfighter Performance
- Information Dominance
- ***Expeditionary & Irregular Warfare***
- Total Ownership Costs
- SECNAV High Interest:
  - Power & Energy
  - STEM



# Autonomous Systems: State-of-the Art

## Current state of technology:

Navigation behaviors employing GPS based Route Network Definition Files (RNDF) and costly, multi-modal sensor suites

- Simple behaviors employing rule-based system
- Rule-based systems are not robust enough for complex environments when encountering uncertainty, imprecision, contradiction, and incompleteness
- Typical sensor suite and CPU cost often exceed \$250K, bulky, power hungry
  - ❖ Limited environmental context and understanding outside of a pre-planned, structured environment
  - ❖ Sensor suite and CPU alone render capability un-affordable

## S&T challenges:

1. **Affordable Logic/Software**
2. **Affordable Sensor Suites**
3. **Advanced Autonomy Algorithms**
4. Small unit mobility/maneuverability in extremely complex terrain
5. Dense power and energy devices/sources
6. Fuel independence/energy self-sufficiency for extended ranges

DARPA Urban Challenge

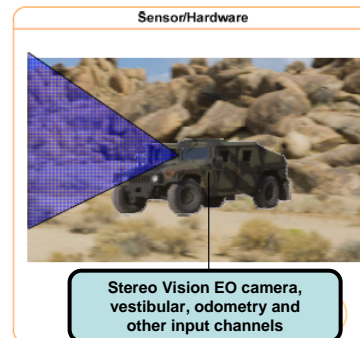


3 Multi-planar Laser Rangefinders (LIDAR)  
4 Single-Plane LIDAR  
2 IEEE 1394 cameras



Future Tactical System in Unstructured Environments

Advanced perception system and algorithms to reduce number of sensors and to allow operations in unstructured environments





# Remote Control Versus Autonomy



## Remote Control

Operator continuously, visually controls the platform via tether or radio. UMS takes no initiative.

## Tele-operation

Operator, using video or other sensor input either directly controls the platform or assigns incremental goals via tether or radio. In this mode, the UMS may take limited initiative in reaching the assigned incremental goals.

## Semi-autonomous

Operator and the UMS cooperatively plan and conduct a mission but still requires varying degrees of Human-Machine Interface

## Fully autonomous

A mode of operation wherein the UMS is expected to accomplish its mission, within a defined scope, without human intervention. Note that a team of UMSs may be fully autonomous while the individual team members may not be due to the needs to coordinate during the execution of team missions.

NIST Special Publication 1011  
Autonomy Levels for Unmanned Systems (ALFUS) Framework  
Volume I: Terminology  
Version 1.1  
September 2004



# Why Autonomous Behavior is a Hard Problem

## Environmental Complexity

Solution ratios on:

- Terrain variation
- Object frequency, density, intent
- Weather
- Mobility constraints
- Communication dependencies

## Machine Intelligence Level

Ability to:

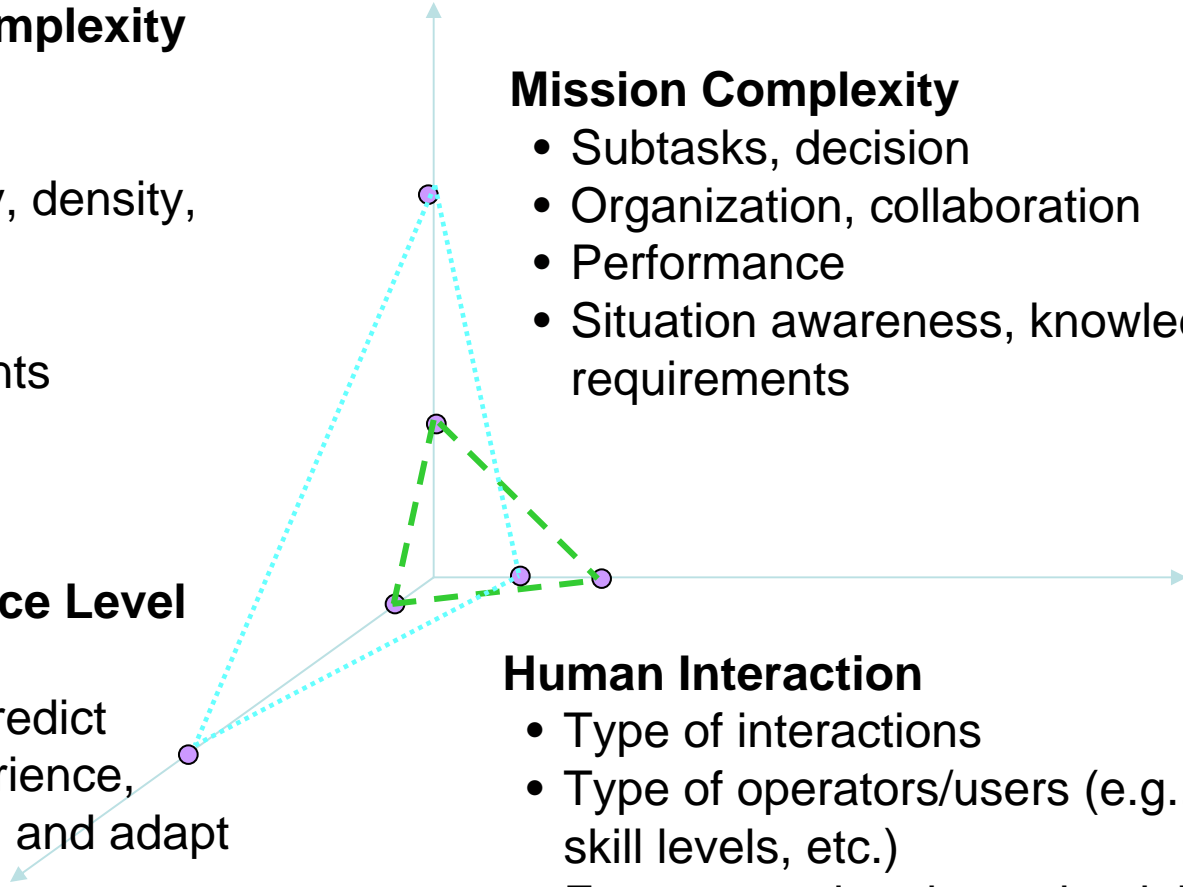
- Reason, Plan, Predict
- Learn from experience, instructions, etc., and adapt to new situations
- Understand the battlespace
- High-level interactions with humans

## Mission Complexity

- Subtasks, decision
- Organization, collaboration
- Performance
- Situation awareness, knowledge requirements

## Human Interaction

- Type of interactions
- Type of operators/users (e.g., workload, skill levels, etc.)
- Frequency, duration, robot initiated interactions





# ONR 30 Unmanned Ground Systems Areas of Interest

## Affordable Sensor Suites and Advanced Perception System

Move away from costly multi-modal sensors suites to low-cost vision based sensors

- a. Leverage existing machine vision work performed by DARPA and JPL (LAGR Program)
- b. Distributed computing networks to process “at-the-sensor ” utilizing FPA, DSP, GPU and reduce the computational burden on the CPU
- c. More capable and robust texture analysis algorithms (segmentation, texture, signature)
- d. Reasoning algorithms to discriminate between objects and apply context to a near-field spatial scene (rock-bush, puddle-hole, door-window)

## Advanced Autonomy Algorithms

Move from point-to-point navigation to autonomous behaviors not reliant on GPS

- a. Near-field Tactical Path Planner utilizing a Raster World Model including relative and absolute localization (SLAM)
- b. Far-field Advanced Path Planner to include platform master state information and environmental traversability
- c. Dynamically generated high-level situation awareness model incorporating information not organic to the vehicle such as threat areas, road and terrain connectivity and traversability, and real-time events and intelligence (Ford Sync System<sup>tm</sup>)
- d. Advanced autonomy behaviors which integrate bottom-up perception and top-down reasoning to execute doctrinally correct tasks with no human intervention



# Human Performance, Training, and Education

## Vision for Excellence

Marine as a system

Enhanced combat capabilities at individual & small unit level

Distributed Operations (DO) Small Unit Excellence

DO-enabled training methodologies & technologies

Crisis-based decision making

Lightened load of all Warfighters

Increased resilience to extreme and austere environments

Tech Investment Area:

***Enhanced Physical Readiness***

Perceive → Think → Act

Nutrition, Physiology, Strength, Endurance, Agility

Heat, Cold, Altitude, Humidity, Mission Duration...

Tech Investment Area:

**Expertise Development**

Perceive → Think → Act

Knowledge, Skills, Abilities

Info Overload, Time Pressure, Mission Performance...

Tech Investment Area:

***Mental Resilience & Cognitive Agility Development***

Perceive → Think → Act

Adaptiveness, Emotional Fortitude

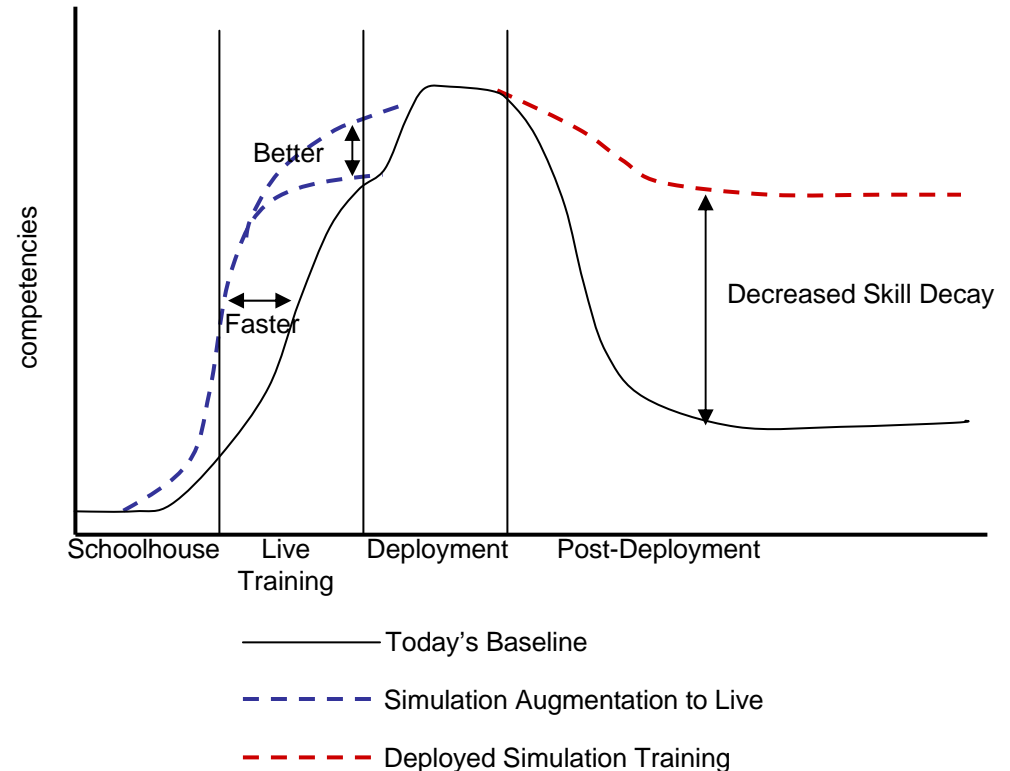
Rules of Engagement, Moral and Ethical Challenges





# Impact of Training

- Training today achieves a certain level of proficiency
  - Simulation training can increase rate of proficiency development, enabling greater benefits of live pre-deployment training to be achieved
- During or post-deployment, unused skills deteriorate rapidly
  - Simulation training (synthetic and live) will reduce skill loss by providing training opportunities otherwise not available





# Infantry Immersion Trainer (IIT)



## OBJECTIVES:

- Develop a prototype mixed reality system for highly effective Home Station MOUT training prior to Mojave Viper
- Inoculate Marines to the sights, smells, sounds, and chaos of urban battle
- Demonstrate and experiment with new technologies

## TECHNICAL APPROACH:

- Maximum use of COTS components
- Leverage ONR and Army RDECOM technologies
- Government controlled architecture
- Modular Design
- Incremental improvements
- SESAMS (paintball) weapons with custom lasers
- Projected Avatars on selected walls

## Accomplishments and Plans:

- Over 10,000 Marines, Soldiers, and Allies trained
- Smaller scale system for Human Factors research-Gruntworks Research for Infantry Integration Testing (GRIIT) facility at Stafford, VA in use by PM MERS
- Improvements to I MEF IIT:
  - Improved Call for Fire Software
  - Improvements to Avatars (virtual characters); lasers; and improved instructor control
  - ONR Software to be used at JIEDDO funded I MEF IIT Phase 2, II MEF, and III MEF facilities
  - Continued improvements under ONR Technical leadership as part of the FITE JCTD



# **The Ultimate Customer – The Warfighter!**

## **ONR S&T enables Sailors and Marines!**

- **S&T in support of Expeditionary Maneuver Warfare (continued primary importance to both Navy and Marine Corps)**
- **S&T in support of Combating Terrorism – aka Maritime/Irregular Warfare (MIRWAR), GWOT, Long War, etc. (rapidly growing emphasis in both Navy and Marine Corps)**
- **Survive and Win**
- **Be more lethal**
- **Expand their area of influence**
- **Be flexible in all phases of warfare**
- **Move between kinetic and non-kinetic tactics**
- **Predict actions of Irregular enemies**
- **Generate combat power operationally/tactically**
- **Operational Adaptation in new paradigm of Hybrid Complex Warfare**





# Questions?



# Back-Up





# MANEUVER

Marine forces of the future will be significantly more agile, lethal, mobile and survivable. Technologies will be developed to increase the warfighting capabilities and effectiveness of the Marine Corps Air Ground Task Force (MAGTF) with emphasis on improving survivability, providing enhanced maneuver, and providing maneuver enabler systems in Distributed Operations and Irregular / Asymmetric Warfare.

## ONR

### MANAGER

Mr. Jeff Bradel  
703.588.2552  
jeff.bradel@navy.mil

### DEPUTY

Mr. Keith Hammack  
703.696.2833  
keith.hammack@navy.mil

### TDA LEAD

Mr. Greg Doerrer  
703.696.5991  
gregory.doerrer@navy.mil

## RECENT TRANSITIONS

GLADIATOR TACTICAL  
GROUND UNMANNED  
VEHICLE (FNC)

Transitioned to MCSC

RECONNAISSANCE,  
SURVEILLANCE, &  
TARGETING VEHICLE (FNC)

Transitioned to MCSC

EXPEDITIONARY  
DECISION SUPPORT  
SYSTEM (FNC)

Transitioned to MCSC and NAVAIR

MODELING & SIMULATION  
BASED DESIGN (D&I)

Transitioned to MCCDC

JLTV STUDIES AND ANALYSES,  
TECHNOLOGY DEMONSTRATOR,  
AND BLAST HULL TESTING

Transitioned to MCSC, MCCDC,  
Army

## Technology Investment Areas

### Survivability

**MVR STO-2:** Advanced materials and survivability technologies to enhance the performance and survivability of combat vehicles

**MVR STO-8:** Vehicle design for Marine Survivability and Usability

**FP STO-4:** Active protection system for vehicles against rocket propelled grenades.(deleted in new S&T plan)

**NECE/NSW STOs**

### Advanced Mobility

**MVR STO-1:** Advanced power plants, drive trains, and suspensions

**MVR STO-2:**Advanced materials and survivability technologies to enhance the performance and survivability of combat vehicles

**NECE/NSW STOs**

### Maneuver Enablers

**MVR STO-3:** Augmented cognition for combat vehicle crews and operators of maneuver systems

**MVR STO-5:** Marine performance enhancements

**MVR STO-6/NSW MVR 09-15:** Advanced robotic systems for ground combat

**NECE/NSW STOs**

## PROJECTS

Lightweight Armor Materials  
(D&I)

CSTV Tri-Modal Aluminum  
(FNC)

Advanced Electromagnetic Armor  
(D&I and E&D)

AEMA (EPS)  
(FNC)

Advanced Requirements  
for Crew Safety (D&I)

Advanced Ceramic  
Composites (Plus-Up)

CSTV Shock Mitigating Seats  
(D&I and E&D)

INL Survivability (Plus-Up)

Active Protection System for  
LAV (E&D)

Vehicle Stability  
(D&I)

Hybridization and Re-Power  
(E&D)

Military Driving Cycle  
Assessment (E&D)

Integrated Power &  
Propulsion (E&D)

Fuel Efficiency Enabling  
Technologies w/ TARDEC  
(E&D)

Advanced LAV Suspension  
System (FNC)

Electronic Acceleration  
Assist and Integral Starter /  
Generator System (E&D)

On-Board Vehicle Power  
Systems Development (Plus-Up)

Advanced Interfaces and  
Ground Controls (D&I)

MAGTF Situational  
Awareness (Plus-Up)

Small Unit Mobility Enhancement  
Technologies (SUMET)  
(D&I and E&D)

Naval Expeditionary  
Overwatch (NEO)

**T** = Transition

| KEY | Plus-up | Other | FNC | D&I | E&D |
|-----|---------|-------|-----|-----|-----|
|-----|---------|-------|-----|-----|-----|

Revised: 02JUN09

# Survivability Technology Investment Area Roadmap

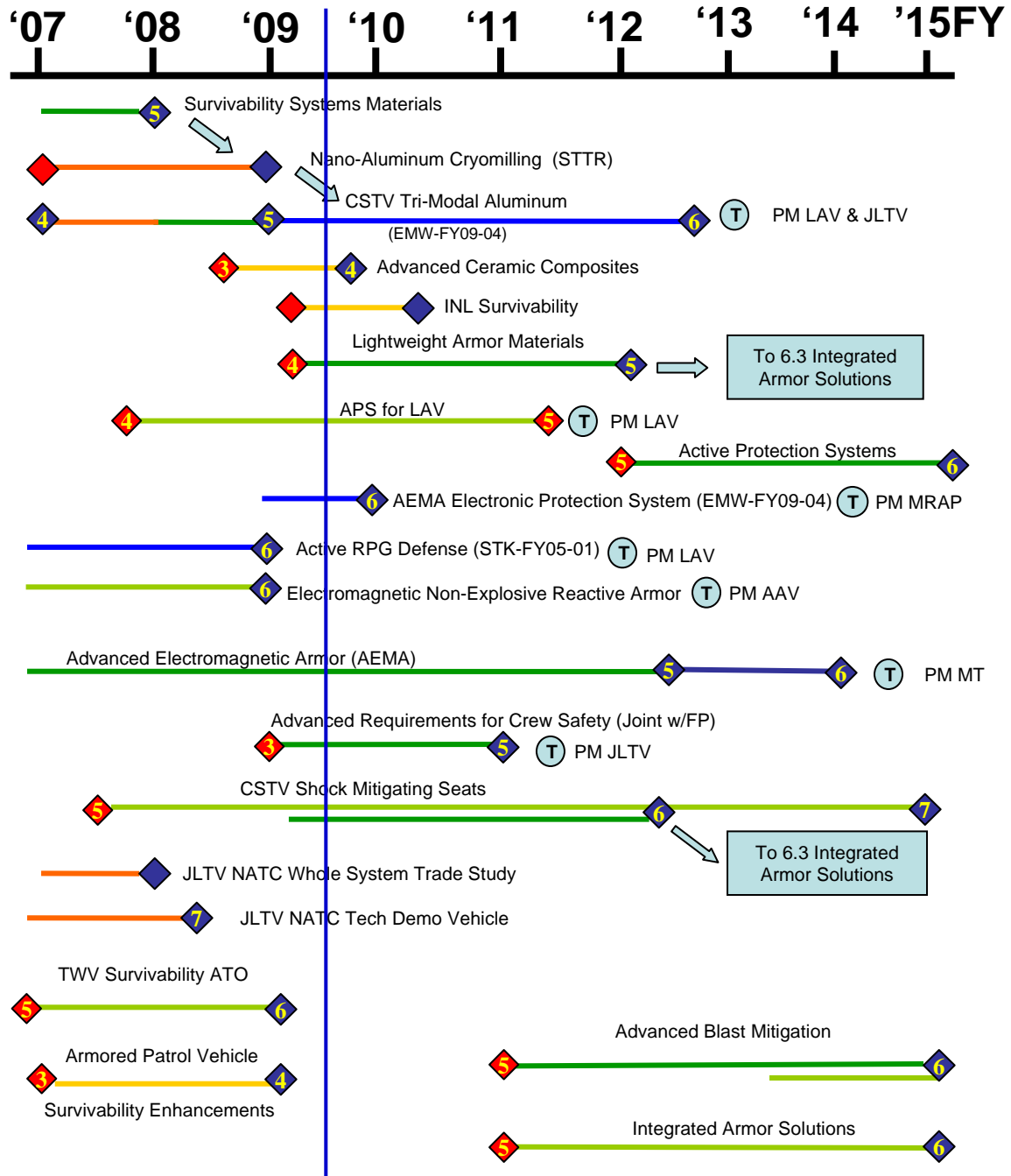
## Technology Domain

### Armor Materials

### Active / Pulsed Power Protection

### Crew Protection

### Studies and Trades

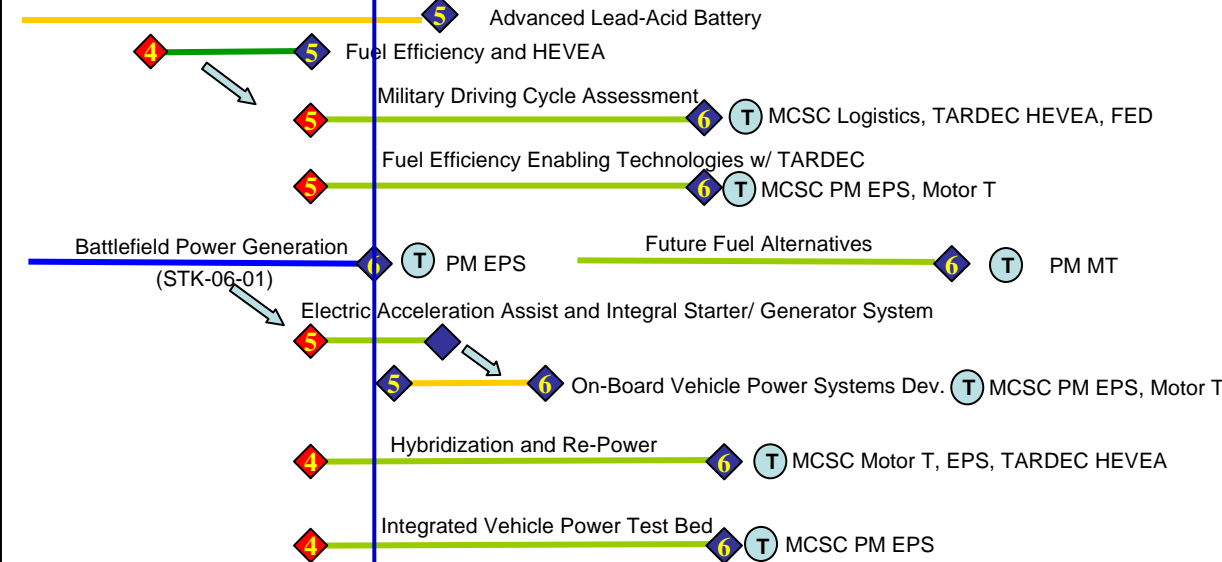


# Advanced Mobility Technology Investment Area Roadmap

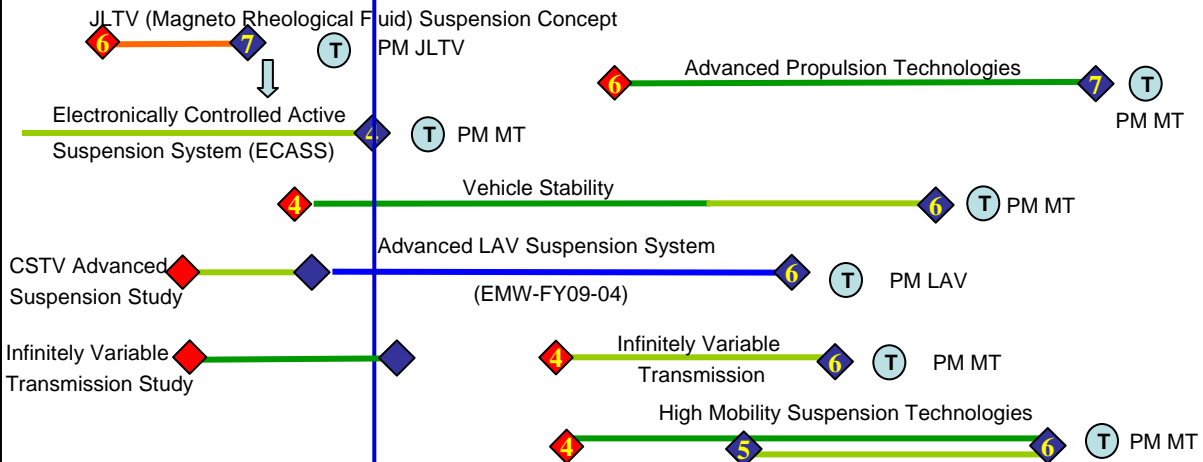
'07 '08 '09 '10 '11 '12 '13 '14 '15FY

## Technology Domain

### Fuel Efficiency & Battlefield Power



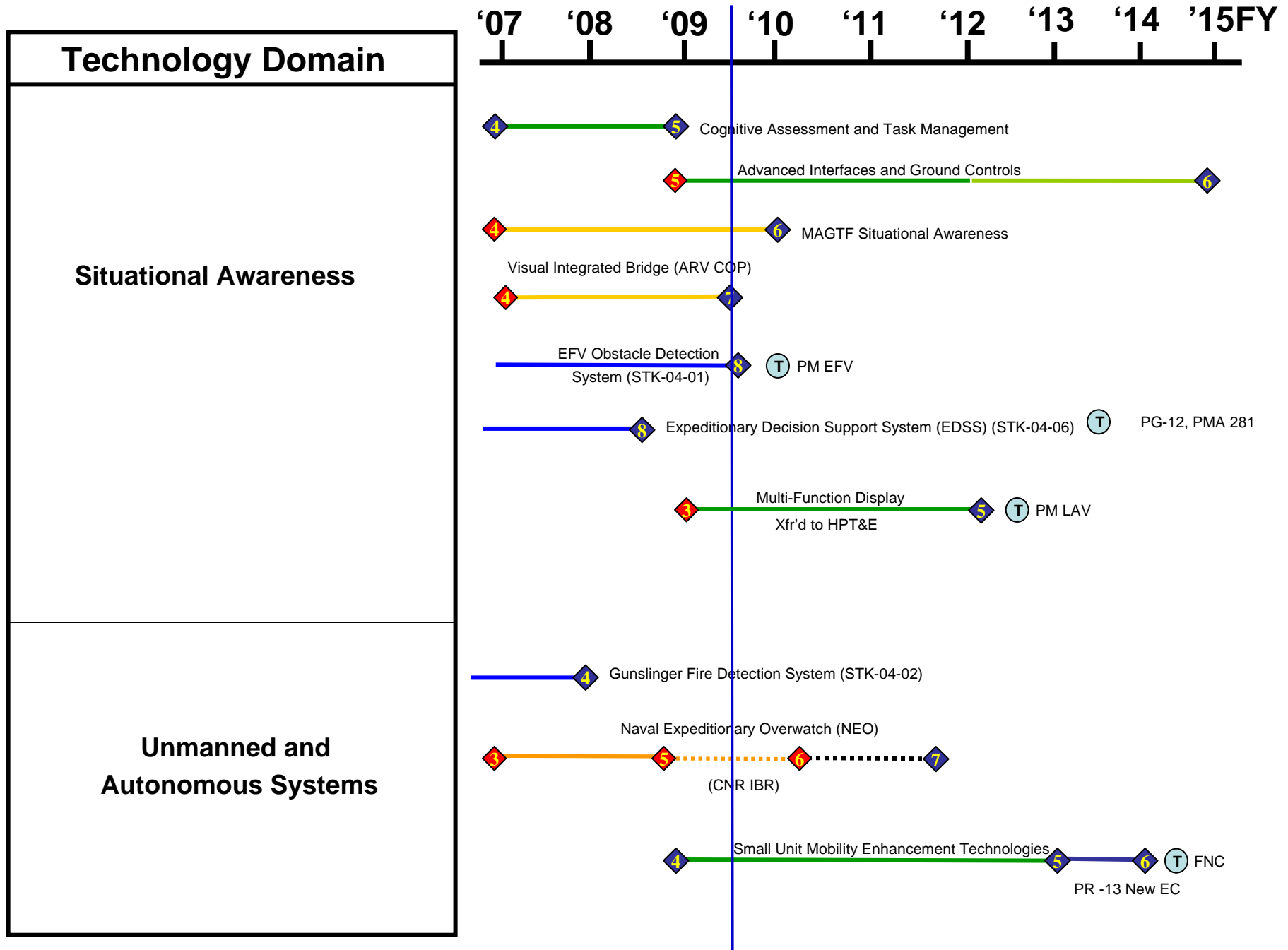
### Advanced Suspension & Drive Train Technologies



### Studies and Trades



# Maneuver Enablers Technology Investment Area Roadmap



# COMMAND & CONTROL, COMPUTERS, COMMUNICATION FY10

To provide tomorrow's naval expeditionary warfighters with the precise information they need, when they need it, under all conditions with emphasis on small units in complex, hybrid warfare environments

KEY

D&I

E&D

FNC

Other

Plus  
up

ONR

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## RECENT TRANSITIONS

### Conformal Antennas 6.2 (D&I)

- Transitioned to CERDEC

### System Integration Environment

- Transitioned to MAGTF C2  
- Transitioned to MACCS-X  
- Transitioned to MCSC (DARPA DTN)

### M2C2 (Plus-up)

- Transitioned to MCSC  
- 2d MEB

## TECHNOLOGY INVESTMENT AREA

### NETWORK CENTRIC WARFARE / INTEROPERABILITY

**USMC/NECC/NSW C2 STO-1 :**  
Converged services networks with assured, robust communications linking all echelons of the MAGTF

**USMC/NECC/NSW C2 STO-2:**  
Multilevel information security and assurance

**USMC/NECC/NSW C2 STO-3:**  
Intelligent network monitoring, maintenance, and mobility

**USMC/NECC/NSW C2 STO-4:**  
Improved situational awareness for warfighters at all echelons

### OVER-THE-HORIZON COMMUNICATIONS/ GATEWAYS

**USMC/NECC/NSW C2 STO-1**  
**USMC/NECC/NSW C2 STO-3**  
**NECC/NSW C2 STO-6:** Self-deployed communications relay  
**NECC/NSW C2 STO-7:** Watercraft command-and-control station technology  
**NSW C2 09-12:** Multi-function VHF, UHF, and UHF SATCOM Antenna

## PROJECTS

Adaptive Networks 6.2  
(D&I)

System Integration  
Environment (E&D)

DTCN EC  
(FNC)

MOBILE MODULAR  
COMMAND & CONTROL-  
NETWORK MGMT TOOLS  
(M2C2) (Plus-Up)

Agile Coalition Environment  
and TEMPO  
(Plus-Up)

FY10 START

Signal Distribution  
Research (D&I)

NON-LINE OF SIGHT  
COMMS Tech (D&I)

FSO  
COMMS TECH (D&I)

TACTICAL RF SYSTEMS  
(E&D)

Advanced HF  
Communications (E&D)

SATCOM OTM  
Int/Demo (E&D)

Software Reprogrammable  
Payload (E&D)

Low-Cost SATCOM  
Antennas (FNC)

M2C3  
DEVELOPMENT

RF TECHNOLOGIES  
6.2

RECONFIGURABLE  
AMPLIFIER

Comms Relay  
(OSD)

Characteristic Modes  
(STTR)

Compact HF Antennas  
(STTR)

M2C2: PROTOTYPE  
PACKAGE & ANTENNAS  
(Plus-Up)

# COMMAND & CONTROL, COMPUTERS, COMMUNICATION FY10

To provide tomorrow's naval expeditionary warfighters with the precise information they need, when they need it, under all conditions with emphasis on small units in complex, hybrid warfare environments

KEY

D&I

E&D

FNC

Other

Plus  
up

ONR

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## TECHNOLOGY INVESTMENT AREA

### SMALL UNIT TECHNOLOGIES

#### USMC/NECC/NSW C2 STO-1:

Converged services networks with assured, robust communications linking all echelons of the MAGTF

#### USMC/NECC/NSW C2 STO-2:

Multilevel information security and assurance

#### USMC/NECC/NSW C2 STO-3:

Intelligent network monitoring, maintenance, and mobility

#### USMC/NECC/NSW C2 STO-4:

Improved situational awareness for warfighters at all echelons

**USMC/NECC/NSW C2 STO-5:** Blue Force Tracking/ PLI/ Combat ID\*

#### USMC C2 STO-6/NSW STO-10:

Collaborative Planning and Synchronized Execution

## PROJECTS

**DISTRIBUTED COMPUTING  
6.1 (D&I)**

**ADAPTABLE  
ANTENNAS (D&I)**

**Info on Demand Tech 6.2  
(D&I)**

**SELF-ADAPTING RADIO  
PROTOTYPE 6.2 (D&I)**

**Assured Connectivity 6.2  
(D&I)**

**SPR Security Architecture  
(SBIR)**

**FY10 START**

\* Funding planned in FY11



# C4 S&T Roadmap 1/3

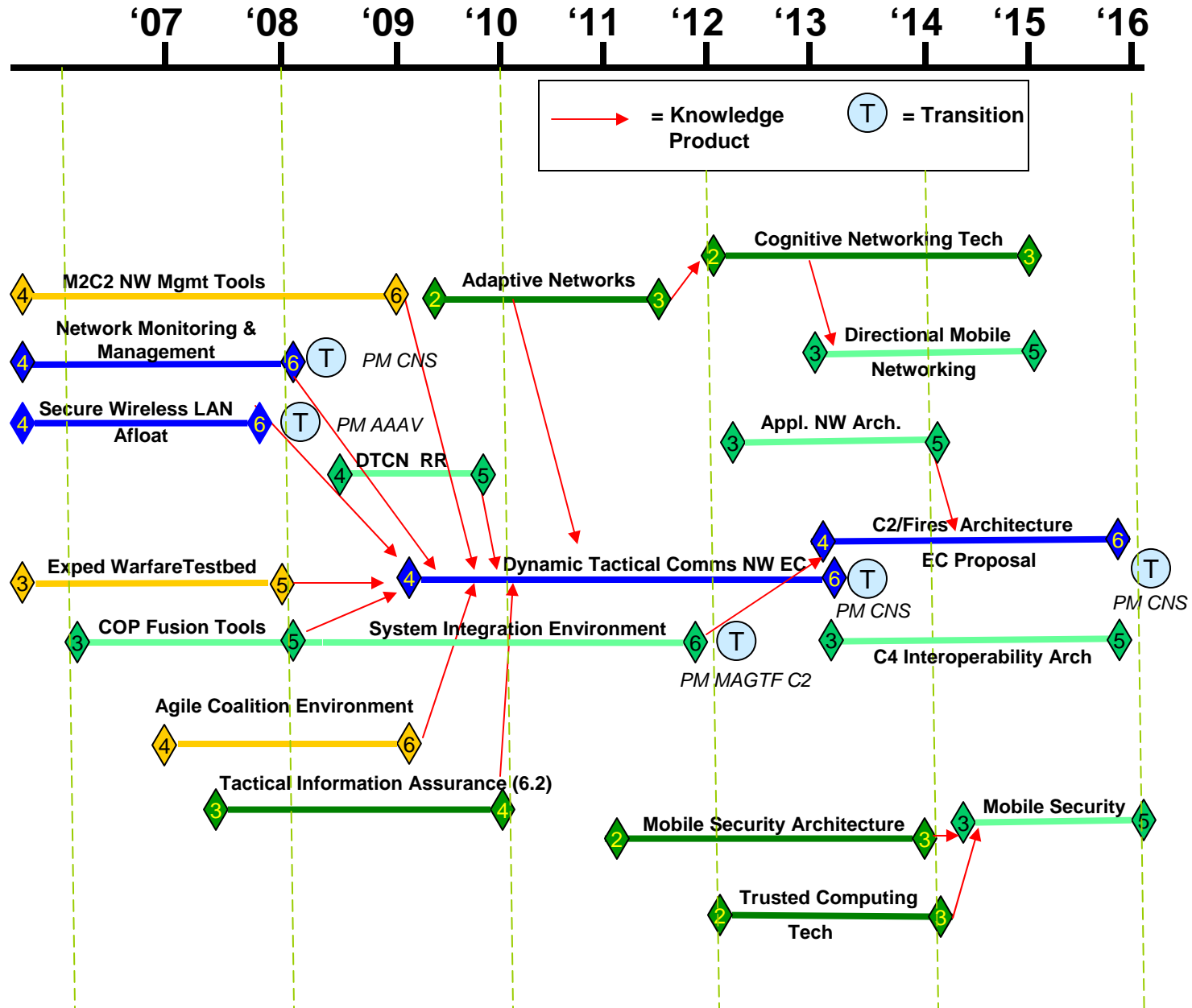
**Technology  
Investment Area:  
Network Centric  
Warfare/  
Interoperability**

**Mobility Management**

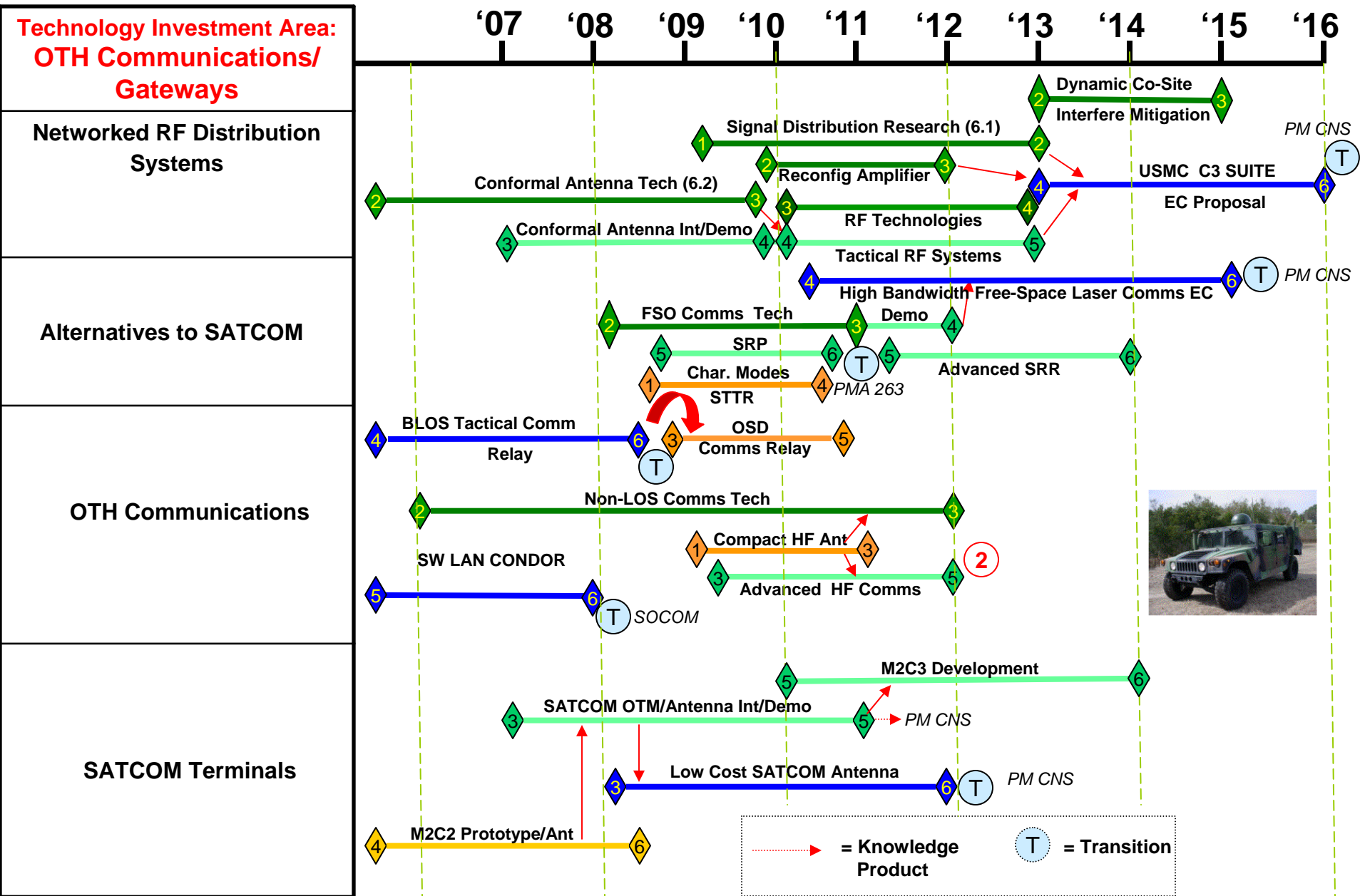
**Tactical C2  
Architectures**

**Information  
Assurance**

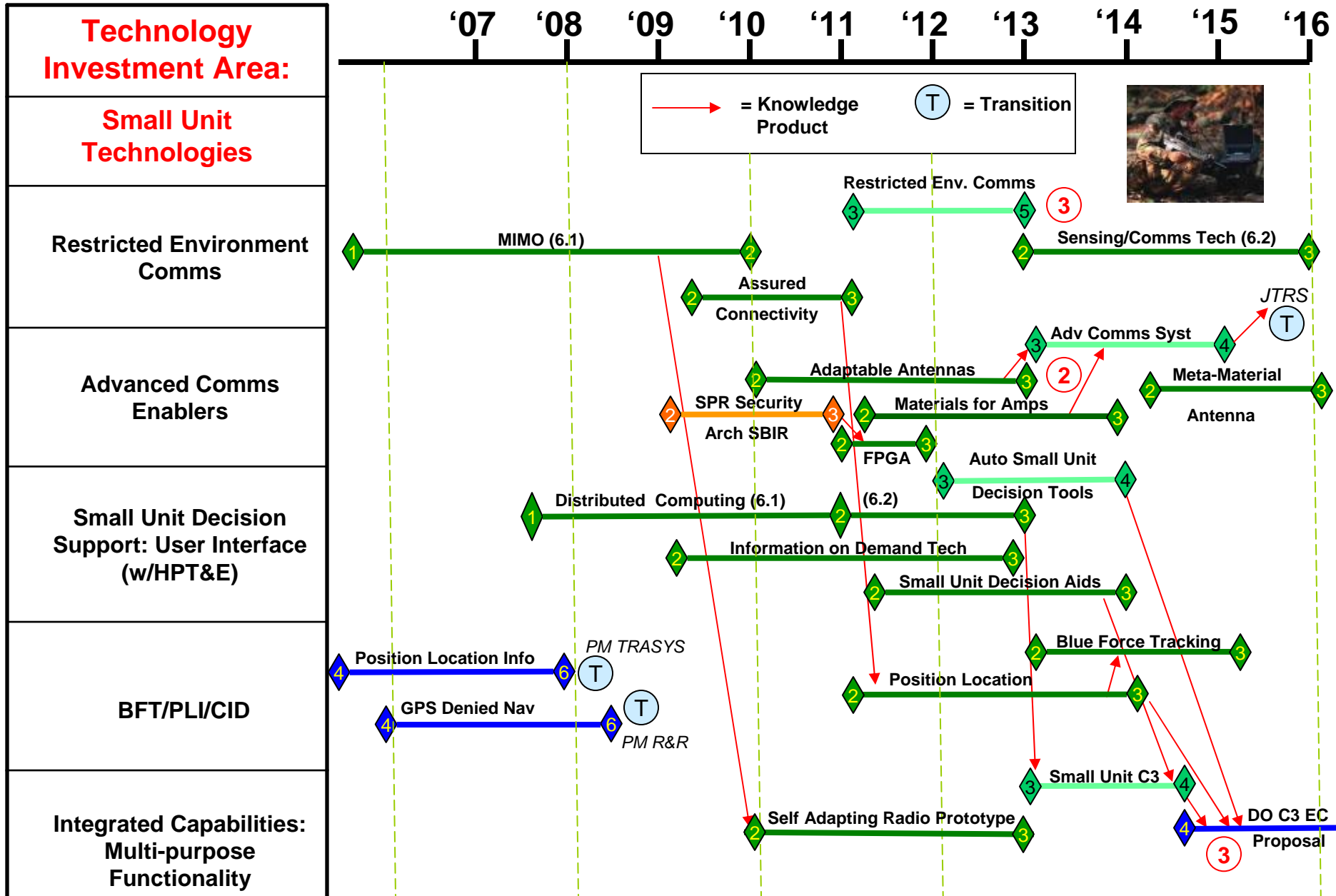
**Application Tolerance**



# C4 S&T Roadmap 2/3



# C4 S&T Roadmap 3/3



# FIRES

Discovers and develops technologies to provide decisive, unrivaled new capabilities for, or to improve the performance of Navy and Marine Corps warfighters in the areas of Fires; with particular focus on Distributed Operations and Asymmetric/Irregular Warfare; to include Naval Expeditionary and other weapons, munitions, fuzes, ballistics, propulsion, weapons systems control and guidance, enhanced accuracy, tailored lethality including non-lethal alternatives, enhanced targeting (to include detection, locating, identification, designation, and tracking), directed energy, and lightweight components; and to avoid technological surprise.

KEY: Other FNC D&I E&D Plus-Up

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## RECENT TRANSITIONS

### IMPROVED FIRE CONTROL SYSTEM (FNC)

TRANSITIONED TO PM INFANTRY WEAPONS SYSTEMS

### LIGHTWEIGHT MORTAR SYSTEM (FNC)

TRANSITIONED TO PM MORTARS & PM INFANTRY WEAPONS SYSTEMS

### ADVANCED FIRES COORDINATION TECHNOLOGY

TRANSITIONED TO PM MAGTF C2

### ADVANCED GUN BARREL TECHNOLOGY

TRANSITIONED TO PEO-IWS3c

### MEMS SAFE & ARM

TRANSITIONED TO PM AMMO

## TECHNOLOGY INVESTMENT AREAS

### TARGETING & ENGAGEMENT

**USMC Fires STO-1:** Targeting technologies for faster, more precise engagements, while simplifying fire control tasks

**USMC Fires STO-2:** Integrated lightweight day-night optics

**USMC Fires STO-3:** Engagement damage assessments

**USMC Fires STO-4:** More capable, lighter weight ammunition across the spectrum of lethality, with increased reliability, range, precision, and safety

**USMC Fires STO-6:** Increased capabilities and reduced weight of all ground combat weapons systems

**USMC Fires STO-7:** Technologies that utilize the electromagnetic spectrum to detect, exploit and target adversary systems, equipment, or individuals

**NECE Fires STO-6:** Lightweight day-night optics

**NSW Fires 09-7:** Lightweight, All Weather, Precision Targeting Technologies

**NSW Fires 09-9:** Lightweight Day-Night Weapons Optics

**NSW Fires 09-13:** Munitions Terminal Guidance for NSW Applications

**NSW Fires 09-16:** Highly Responsive Loitering Munitions/Weaponized UAS

**NSW Fires 09-18:** Advanced Weapons and Propellant Technologies

## PROJECTS

IMPROVED FIRE CONTROL SYSTEM (IFCS)

DISTRIBUTED OPERATIONS PRECISION ENGAGEMENT (DOPE)

NON-MAGNETIC AZIMUTH SENSING (NMAS)

INTEGRATED DAY/NIGHT SIGHT TECHNOLOGY (IDNST)

MICRO-PULSE LASER DESIGNATION

MEMS INERTIAL SENSORS (UC IRVINE)

FLIGHT CONTROLLED MORTAR

PRECISION ENGAGEMENT TECHNOLOGIES (PET)

# FIRES

Discovers and develops technologies to provide decisive, unrivaled new capabilities for, or to improve the performance of Navy and Marine Corps warfighters in the areas of Fires; with particular focus on Distributed Operations and Asymmetric/Irregular Warfare; to include Naval Expeditionary and other weapons, munitions, fuzes, ballistics, propulsion, weapons systems control and guidance, enhanced accuracy, tailored lethality including non-lethal alternatives, enhanced targeting (to include detection, locating, identification, designation, and tracking), directed energy, and lightweight components; and to avoid technological surprise.

KEY:

Other

FNC

D&I

E&D

Plus-Up

## TECHNOLOGY INVESTMENT AREAS

### ADVANCED AMMUNITION

**USMC Fires STO-4:** More capable, lighter weight ammunition across the spectrum of lethality, with increased reliability, range, precision, and safety

**USMC Fires STO-5:** Improved propellants and energetic materials

**USMC Fires STO-6:** Increased capabilities and reduced weight of all ground combat weapons systems

**NSW Fires 09-11:** Measured-Effect Munitions

**NSW Fires 09-12:** Clandestine Structure Penetration

**NSW Fires 09-18:** Advanced Weapons and Propellant Technologies

### ADVANCED WEAPONS

**USMC Fires STO-6:** Increased capabilities and reduced weight of all ground combat weapons systems

**NSW Fires 09-18:** Advanced Weapons and Propellant Technologies

## PROJECTS

**TACTICAL URBAN STRIKE WARHEAD (TUSW)**

**81mm EXTENDED RANGE MORTAR AMMUNITION (ERMA)**

**CASELESS AMMUNITION**

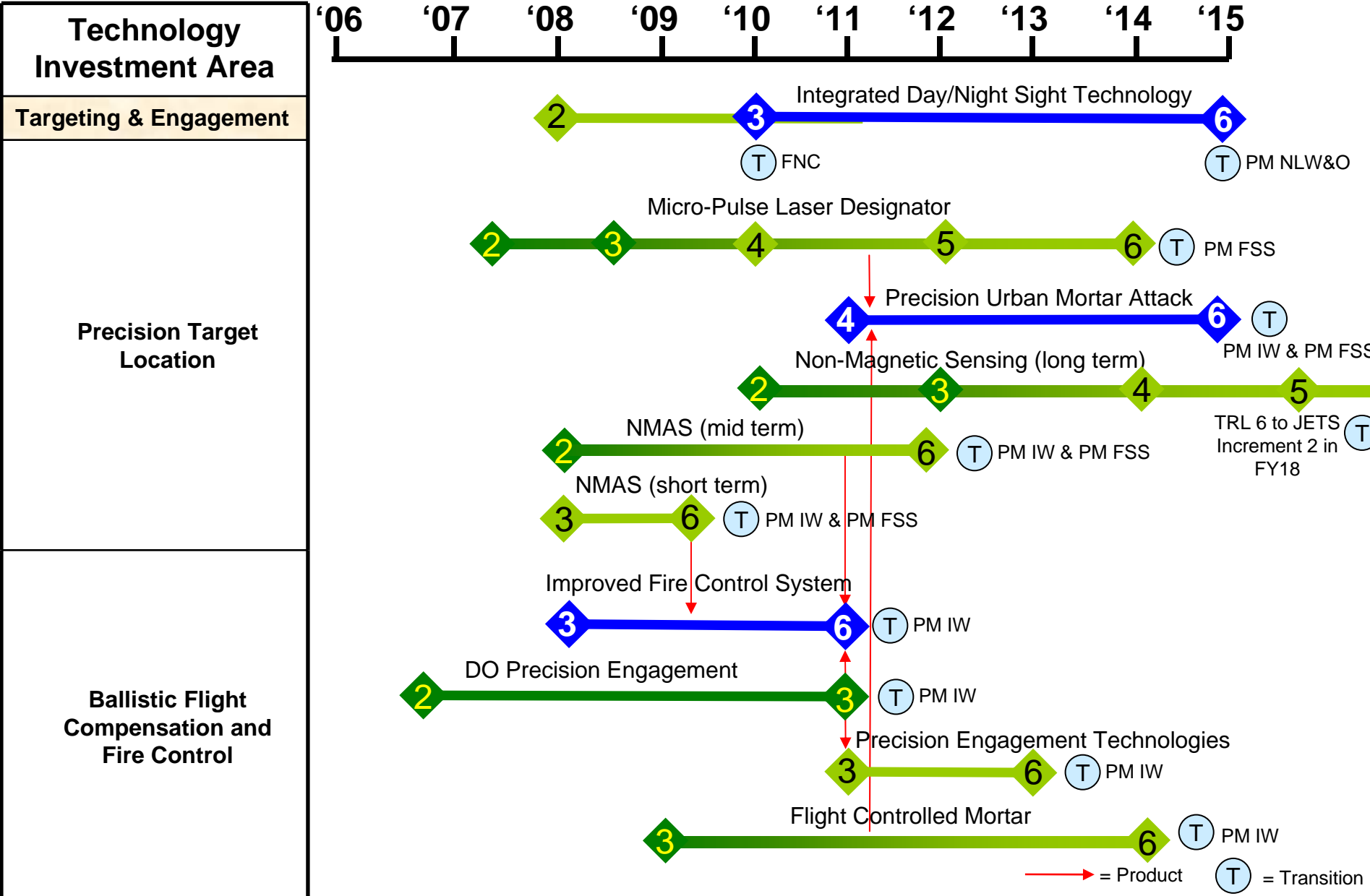
**1901 A IGNITION SAFETY DEVICE**

**REVOLUTIONARY TARGET EFFECTS**

**MEMS MORTAR S&A**

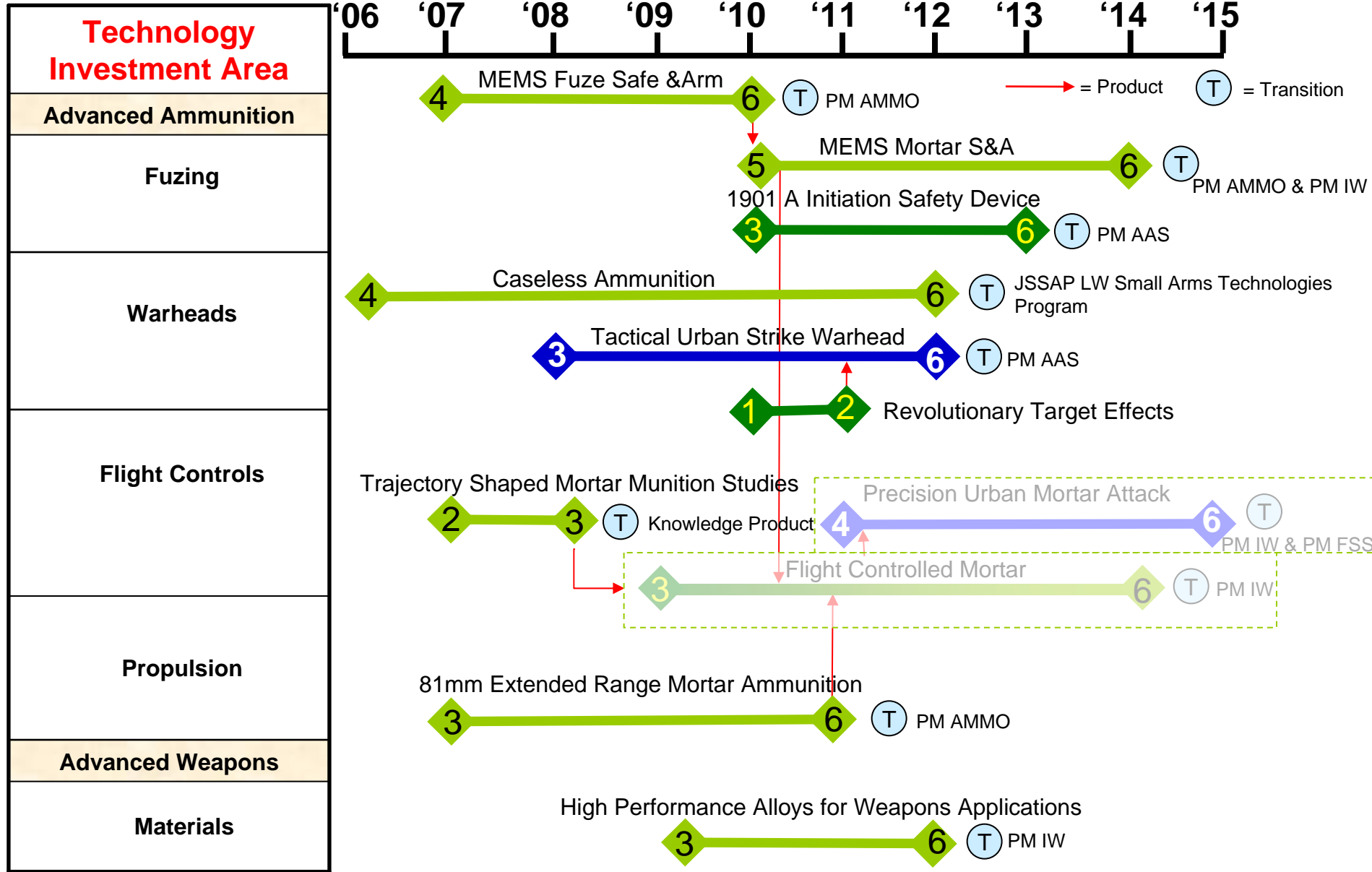
**HIGH PERFORMANCE ALLOYS FOR WEAPONS APPLICATIONS**

# ONR 30 FIRES S&T Roadmap (1 of 2)





# ONR 30 FIRES S&T Roadmap (2 of 2)



# HUMAN PERFORMANCE, TRAINING & EDUCATION

Expeditionary Warfighters that are physically, mentally, emotionally, and cognitively ready to deploy anywhere in the world on short notice, to serve within their team, or take on leadership roles as needed, and to complete their mission efficiently and effectively under any extremes of condition.

## ONR30 HPT&E

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## RECENT TRANSITIONS

### Infantry Immersive Trainer (IIT)

ONR prototype, transitioned directly to I MEF

### Gruntworks Research for Infantry Integration Testing (GRIIT)

ONR prototype, transitioned directly to PM Marine Expeditionary Rifle Squad

### Automatic Performance Evaluation and Lessons Learned (APELL)

ONR prototype, transitioned directly to PM Training System (PM TRASYS)

### VIDEO FLASHLIGHT (D&I)

Fielded to USMC ranges as Tactical Video Capture System (TVCS)

### Multi-platform Operational Team Training Immersive Virtual Environment

Transition to:

- TRASYS DVTE
- TBS
- IOC
- EWS
- EWTG-LANT and -PAC for JTAC sustainment training

### AAV Turret Trainer

ONR prototype, directly to series production; currently fielded as an USMC training simulator.

## Technology Investment Areas

### Enhanced Physical Readiness

Med STO 2: Human Performance Enhancement Capabilities

Med STO 3: Fatigue Management

Med STO 7: Warfighter Physiology

Med STO 8: Physical Readiness Conditioning and Nutrition Monitoring

### Mental Toughness & Cognitive Agility

T&E STO-2: Learning OPFOR

T&E STO-6: High Fidelity Virtual Environment

T&E STO-8: Non-Kinetic Effects Simulation

T&E STO-9: Squad Immersive Training Environment Enablers

## PROJECTS

### Assessment, Development & Validation of PT Regimens (D&I)

Enhancing Warfighter Psycho-physical Performance (E&D)

Physical Conditioning Impacts on Combat Readiness (E&D)

Increasing Sensitivity of the Human Eye (YIP)

Enhanced Technologies for Optimization of Warfighter Load (ETOWL) (FNC)

### Biomarkers of Heat Stress and Resilience (D&I)

Sprint Interval Training & Nrf2 Activator Supplementation (D&I)

Mitigation of Sleep Deprivation (E&D)

Simulation Tool for Lightening the Load of Warfighters (STTR)

### Trainable Automated Forces (TAF)(D&I)

Workload, Stress and Perf. in Immersive Training (D&I)

Unmanned Ground Vehicles MMI (Man-Machine Interface) (E&D)

General Purpose Real-time Mitigation Engine (E&D)

Adapting Processing to Promote applied Learning Efficiency (APPLE) (E&D)

Automated, Real Time Bi-directional Communication (SBIR)

Infantry Immersive Trainer (Tech Solutions)

Development of Low-Cost Tracking System for Infantry Training (STTR)

Warfighter Rapid Awareness Processing Technology WRAPT (Cong)

### Vehicle Common Adaptive Display (E&D)

NonKin Village (E&D)

Virtual Environment Prototyping (E&D)

Real-time Adaptive Training Environment (E&D)

Expressive Interactions for Desktop VE

Incorporating Affective Learning in Virtual Training Environments (AVETTS) (SBIR)

Closed-Loop Real-Time Neurophysi-Driven Simulation-Based Training System (SBIR)

Development of Low-cost Augmented Reality Head Mounted Display (STTR)

Technology for Assessing the Resilience of Training to Stressful Conditions (ONR-Global)

Key

D&I

E&D

Cong

FNC

other

# HUMAN PERFORMANCE, TRAINING & EDUCATION

## Technology Investment Areas

### Expertise Development

- T&E STO-1: Warfighter Cognition
- T&E STO-2: Learning OPFOR
- T&E STO-3: Physics Based Library for Battlefield Effects
- T&E STO-4: Warrior Training
- T&E STO-5: Experiential Learning Technologies and Pedagogy
- T&E STO-6: High Fidelity Virtual Environment
- T&E STO-7: Automated Performance Assessment
- T&E STO-8: Non-Kinetic Effects Simulation
- T&E STO-9: Squad Immersive Training Environment Enablers
- T&E STO-10: Live Virtual Constructive Training Environment Enablers

## PROJECTS CONTINUED

|  |   |
|--|---|
| Neuroadaptive Language Training (D&I)                              | Mobile Field Technologies for Assessing SA (D&I)  |
| INSITE (D&I)   | Measuring Performance Using Human Movement Tracks (D&I)                                       |
| Neural Control of Actions in Context(D&I)                          | Brain Dynamics of Coordinated Teams (D&I)   |
| Adaptive Perceptual Training (D&I)                                 | Smart Tutoring System (D&I)   |
| MC Small Arms and Marksmanship Training (D&I)                      | Predictive Training Transfer Toolset (E&D)  |
| ObSERVE (E&D)  | Trident Communication Analysis System (TCAS)  |
| Perceptually-informed Virtual Environment (STTR)                   | Physiological-based Tools for Virtual Environment (STTR)                                      |
| Live Fire Virtual Sniper/Counter Sniper Training System (SBIR)     | ImmersSci for Training & Mission Rehearsal (PDB 709)  |
| MURI: A Multi-scale, Multi-Modal Investigation of Spatial Learning | IMPACTS (SBIR)  |
| Mobile Brain Imaging (BRC)   | Objective Live-Training Infantry Performance Metrics for Automated After Action Review (SBIR) |
| Integrated System for Language Education Training (FNC)            | Behavioral, Analysis & Synthesis Intelligent Training (FNC)                                   |
| Next Generation Expeditionary Warfare Intelligent Train (FNC)      |   |

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E&D

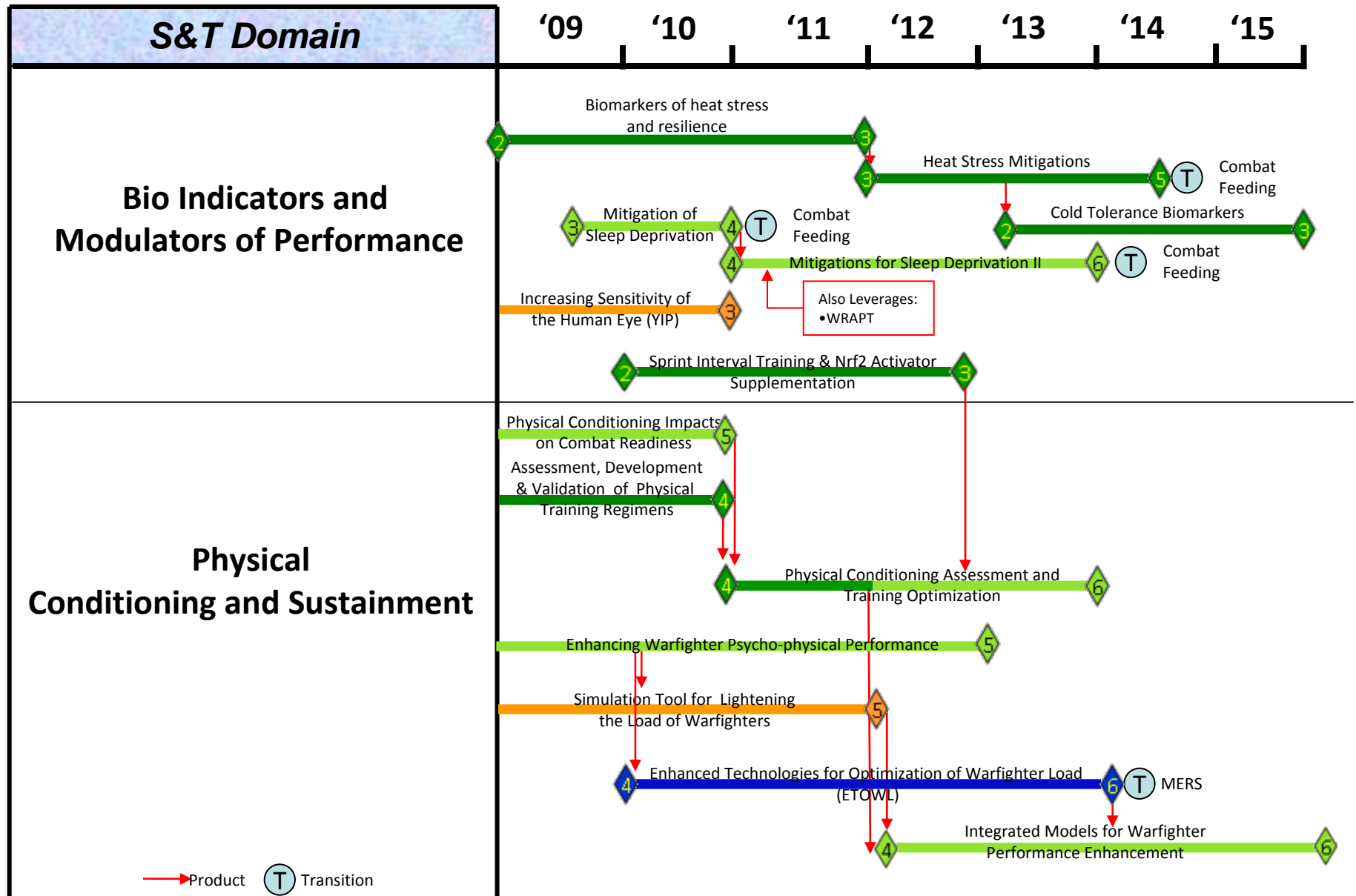
Cong

FNC

other

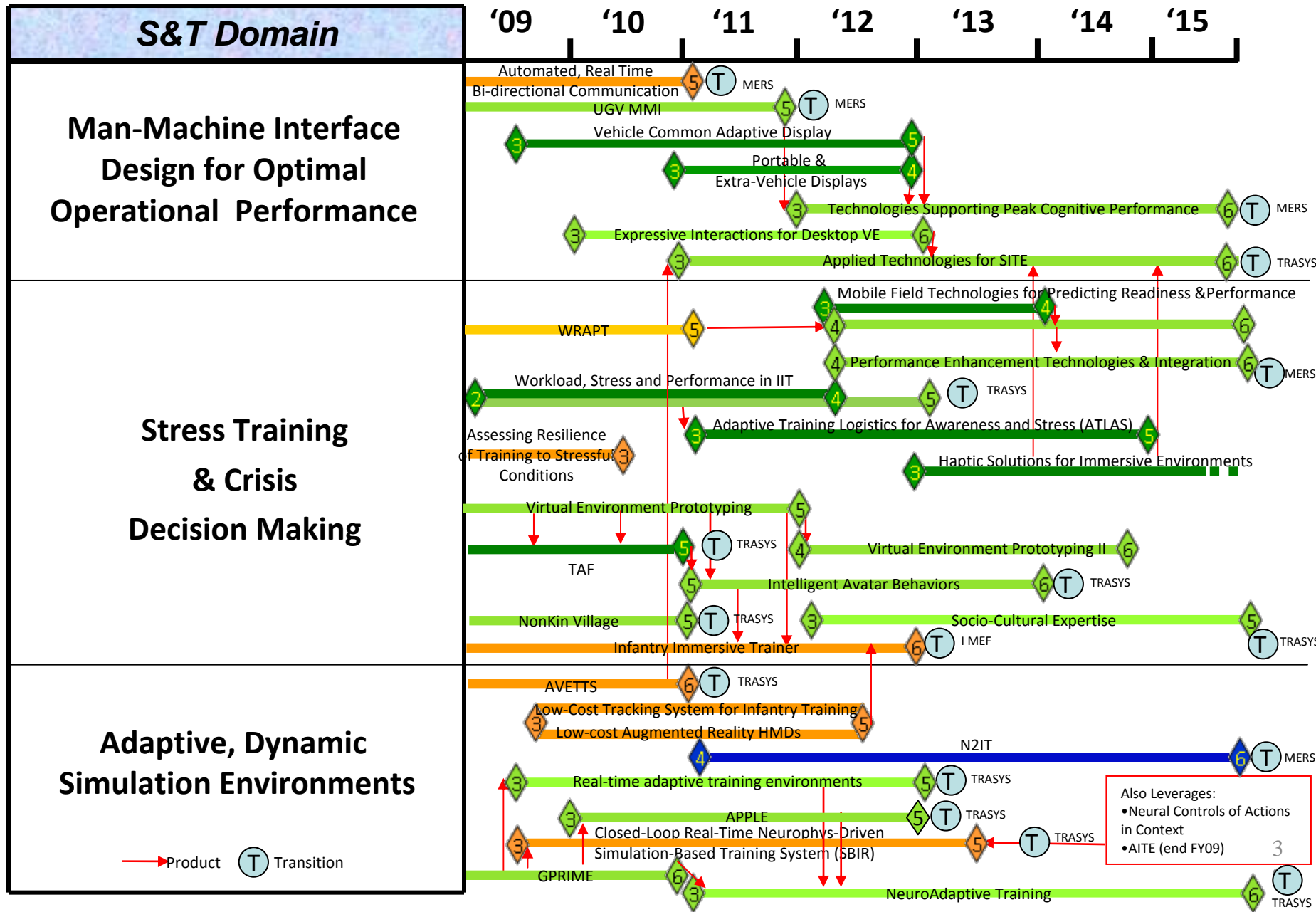
# HPT&E S&T Road Map

TIA: Enhanced Physical Readiness



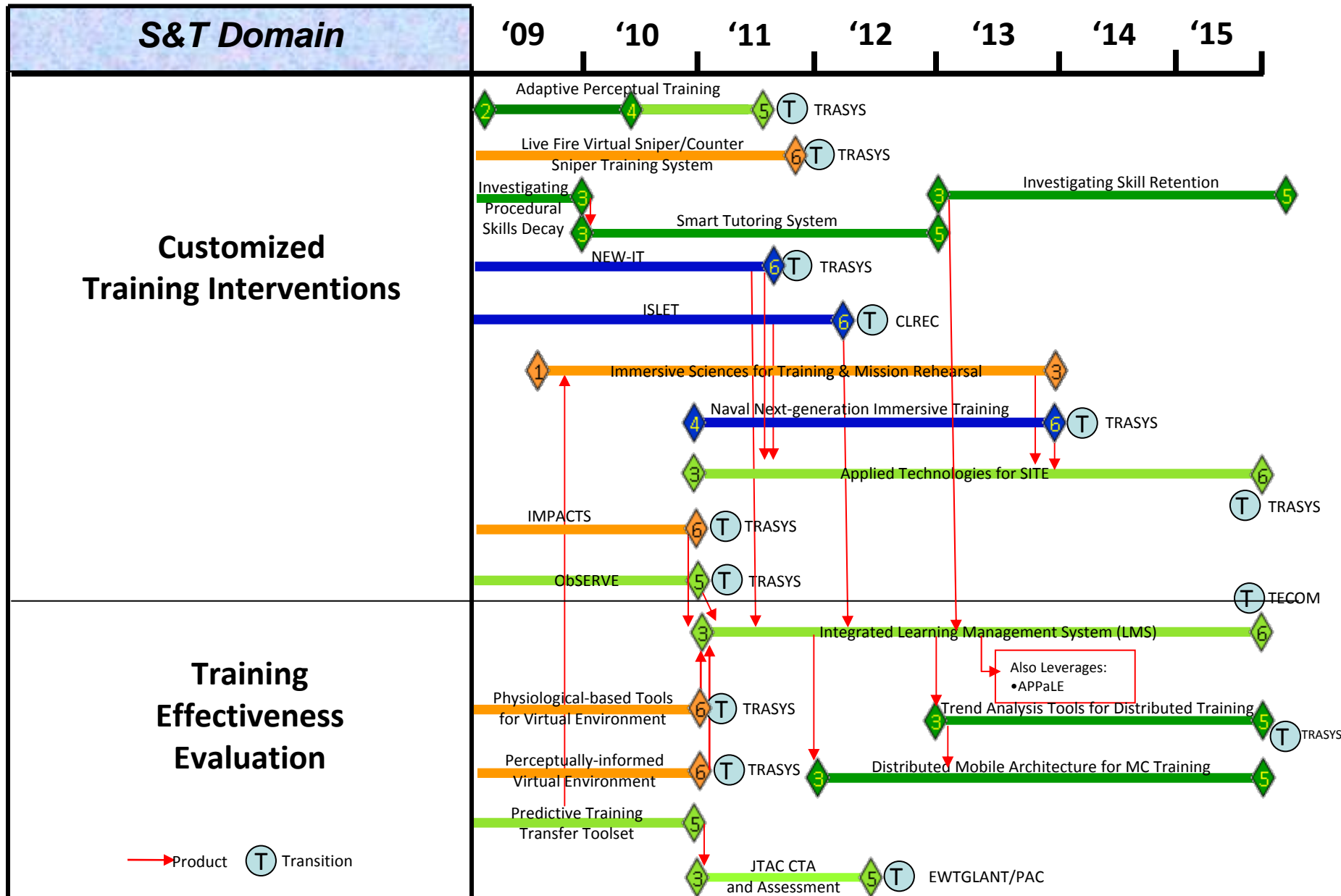
# HPT&E S&T Road Map

## TIA: Mental Toughness & Cognitive Agility



# HPT&E S&T Road Map

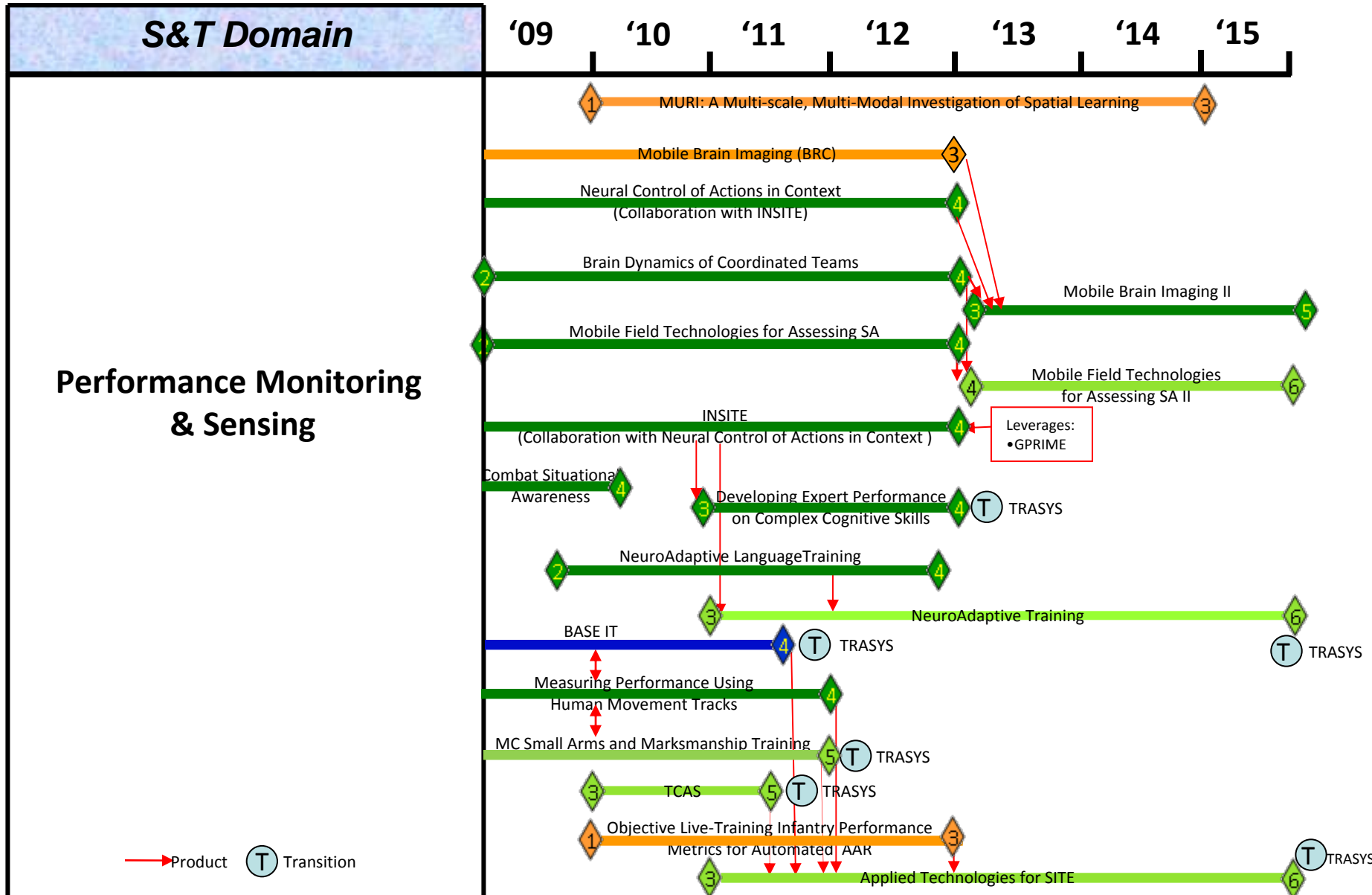
## TIA: Expertise Development I





# HPT&E S&T Road Map

## TIA: Expertise Development II



# INTELLIGENCE, SURVEILLANCE & RECONNAISSANCE

Enhance situational awareness and understanding to enable real time tactical decision making for Distributed Operations and provide proactive and predictive capabilities for Asymmetric and Irregular Warfare.

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## RECENT TRANSITIONS

### SIGINT VISUALIZATION (FNC)

Transitioned to MCSC

### MASINT CORE (FNC)

Transitioned to MCSC

### EA ANTENNA (FNC)

Transitioned to MCSC

### TACTICAL LITTORAL SENSING (FNC)

Transitioned to NAVSEA

### RF EMITTER ID AND GEOLOCATION (FNC)

Transitioned to MCSC

### AUTOMATED PATTERN RECOGNITION (FNC)

Transitioned to MCSC

### DISTRIBUTED TACTICAL INTEL DATABASE (FNC)

Transitioned to MCSC

### REMOTE SENSOR FUSION CARD (FNC)

Transitioned to MCSC

## TECHNOLOGY INVESTMENT AREA

### PERSISTENT INTELLIGENCE, SURVEILLANCE, AND RECONNAISSANCE (ISR)

**Intel STO-2:** Provide quality tactical sensing

**Intel STO-3:** Ensure mission-focused situational awareness in urban environments

**Intel STO-4:** Enhance tag, track, and locate (TTL), biometric, and chemical, biological, radiological, nuclear, and explosive (CBERNE) detection capabilities

**Intel STO-6:** Translate data to combat information at the point of collection

### KNOWLEDGE GENERATION

**Intel STO 1-:** Enable smart sensor field planning and management

**Intel STO-4:** Enhance tag, track, and locate (TTL), biometric, and chemical, biological, radiological, nuclear, and explosive (CBERNE) detection capabilities

**Intel STO-5:** Expose enemy networks, and anticipate and influence their behavior

**Intel STO-7:** Provide actionable intelligence to tactical units

### ISR - C2 (ACTIONABLE INTELLIGENCE)

**Intel STO-3:** Ensure mission-focused situational awareness in urban environments

**Intel STO-7:** Provide actionable intelligence to tactical units

**Intel STO-8:** Deny enemy use of communications and networks

### BIOMETRICS

**Intel STO-3:** Ensure mission-focused situational awareness in urban environments

**Intel STO-4:** Enhance tag, track, and locate (TTL), biometric, and chemical, biological, radiological, nuclear, and explosive (CBERNE) detection capabilities

### TAG, TRACK, AND LOCATE (TTL)

**Intel STO-4:** Enhance tag, track, and locate (TTL), biometric, and chemical, biological, radiological, nuclear, and explosive (CBERNE) detection capabilities

**Intel STO-7:** Provide actionable intelligence to tactical units

## KEY

D&I

E&D

FNC

Other

Cong

# INTELLIGENCE, SURVEILLANCE & RECONNAISSANCE

Enhance situational awareness and understanding to enable real time tactical decision making for Distributed Operations and provide proactive and predictive capabilities for Asymmetric and Irregular Warfare.

## ONR

### MANAGER

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## RECENT TRANSITIONS

### SIGINT VISUALIZATION (FNC)

Transitioned to MCSC

### MASINT CORE (FNC)

Transitioned to MCSC

### EA ANTENNA (FNC)

Transitioned to MCSC

### TACTICAL LITTORAL SENSING (FNC)

Transitioned to NAVSEA

### RF EMITTER ID AND GEOLOCATION (FNC)

Transitioned to MCSC

### AUTOMATED PATTERN RECOGNITION (FNC)

Transitioned to MCSC

### DISTRIBUTED TACTICAL INTEL DATABASE (FNC)

Transitioned to MCSC

### REMOTE SENSOR FUSION CARD (FNC)

Transitioned to MCSC

## TECHNOLOGY INVESTMENT AREA

### PERSISTENT INTELLIGENCE, SURVEILLANCE, AND RECONNAISSANCE (ISR)

**Intel STO-2:** Provide quality tactical sensing

**Intel STO-3:** Ensure mission-focused situational awareness in urban environments

**Intel STO-4:** Enhance tag, track, and locate (TTL), biometric, and chemical, biological, radiological, nuclear, and explosive (CBERNE) detection capabilities

**Intel STO-6:** Translate data to combat information at the point of collection

## PROJECT

### AWARE BUILDING (Congressional)

### TYPE 3 WITNESS MATERIALS (6.1)

### NANO TECHNOLOGY ENABLED SENSOR FIELDS (D&I)

### TAG, TRACK AND LOCATE TECHNOLOGIES (D&I)

### SMART DISTRIBUTED SENSOR FIELDS (6.1)

### AGILE TACTICAL SENSOR NET (E&D)

### IDENTITY DOMINANCE ENABLED BY INTEGRATED BIOMETRIC / TTL CAPABILITY (E&D)

### TAG, TRACK AND LOCATE DEMONSTRATIONS (E&D)

### SENSORS FOR AUDIO SURVEILLANCE (E&D)

### SERVICE ORIENTED SENSOR NETWORK (LTSN)

### SMART ALGORITHMS FOR TACTICAL SENSORS (LTSN)

### AGILE SENSORS (GWOT TPS)

### TAG, TRACK AND LOCATE (GWOT TPS)

### COMMUNICATIONS ENHANCEMENTS FOR TACTICAL SENSOR (GWOT TPS)

### SENSING THROUGH WALLS (TUS)

### DETECT AND ID FACILITIES (TUS)

### ADVANCED OPTICS ZOOM HYPER SPECTRAL SENSOR (SBIR Phase II)

### AUTOMATED CLASSIFICATION USING SOFT BIOMETRICS (SBIR Phase II)

### RF MODELING OF COMPOSITE BUILDING MATERIAL (SBIR Phase II)

## KEY

D&I

E&D

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Other

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Transitioned to MCSC

### DISTRIBUTED TACTICAL INTEL DATABASE (FNC)

Transitioned to MCSC

### REMOTE SENSOR FUSION CARD (FNC)

Transitioned to MCSC

## TECHNOLOGY INVESTMENT AREA

### KNOWLEDGE GENERATION

**Intel STO 1-:** Enable smart sensor field planning and management

**Intel STO-4:** Enhance tag, track, and locate (TTL), biometric, and chemical, biological, radiological, nuclear, and explosive (CBERNE) detection capabilities

**Intel STO-5:** Expose enemy networks, and anticipate and influence their behavior

**Intel STO-7:** Provide actionable intelligence to tactical units

## PROJECT

DECISION PREDICTION, MANIPULATION, STIMULATION, LEARNING DETECTION (D&I)

REAL-TIME METHODS FOR IDENTIFYING HUMAN NETWORKS (D&I)

SPARSE DATA CULTURAL MODELS (6.1)

MODELING SURGICAL COGNITIVE I/O (6.1)

DISTRIBUTED SENSOR EXPLOITATION (6.1)

DISCOVERY, CLASSIFICATION, & UNCERTAINTY (6.1)

DYNAMIC WIKI / RESOURCE MANAGER (D&I)

HUMAN NETWORK DECISION MODELING (E&D)

NETWORK IDENTIFICATION (Formerly Enemy COA ) (E&D)

ACTIVE WIKI KNOWLEDGE REPOSITORY (E&D)

AUTOMATED TACTICAL PLATFORM & SENSOR PLANNING & MANAGEMENT (LTSN)

DESIGN TOOLS ENABLING MISSION SPECIFIC SENSOR FIELDS (LTSN)

TACTICAL DISTRIBUTED DATA ANALYSIS & AUTOMATED I&W (LTSN)

DECISION AIDS (TUS)

DEGRADE TAGGANTS (SBIR Phase II)

BINARY MULTI-STATE OPTICAL TAGGANT (STTR Phase II)

ISOLATING AND LOCATING SPEAKERS IN CLUTTER (STTR Phase II)

PRESAGE – LARGE DATA EXPLOITATION USING NEURAL NETWORKS (SBIR Phase II)

DISCOVERY OF HUMAN BEHAVIOR FROM VIDEO (SBIR Phase I)

SEMANTIC WIKI FOR PAGE ALERTING (SBIR Phase I)

DESIGNING LARGE DATA HANDLING ARCHITECTURES (SBIR Phase I)

SIMILARITY MEASURES FOR PERSONA/HUMAN NETWORKS (SBIR Phase I)

NETWORK METRICS TO BEHAVIOR ATTRIBUTES (SBIR Phase I)

## KEY

D&I

E&D

FNC

Other

Cong

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## RECENT TRANSITIONS

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### DISTRIBUTED TACTICAL INTEL DATABASE (FNC)

Transitioned to MCSC

### REMOTE SENSOR FUSION CARD (FNC)

Transitioned to MCSC

## TECHNOLOGY INVESTMENT AREA

### ISR - C2 (ACTIONABLE INTELLIGENCE)

**Intel STO-3:** Ensure mission-focused situational awareness in urban environments

**Intel STO-7:** Provide actionable intelligence to tactical units

**Intel STO-8:** Deny enemy use of communications and networks

## PROJECT

ADVANCED TACTICAL  
SENSOR TECH  
(D&I)

WARFIGHTER AS A SENSOR  
(E&D)

OA  
PROOF OF CONCEPT  
DEMONSTRATIONS (E&D)

TACTICAL NET &  
DCGS INTEGRATION (LTSN)

HUMAN TO SENSOR  
FIELD INTERFACE  
(SMART DATA PULL) (LTSN)

OA ENTERPRISE SERVICES

## KEY

D&I

E&D

FNC

Other

Cong

# INTELLIGENCE, SURVEILLANCE & RECONNAISSANCE

Enhance situational awareness and understanding to enable real time tactical decision making for Distributed Operations and provide proactive and predictive capabilities for Asymmetric and Irregular Warfare.

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## RECENT TRANSITIONS

### ASGINT VISUALIZATION (FNC)

Transitioned to MCSC

### MASINT CORE (FNC)

Transitioned to MCSC

### EA ANTENNA (FNC)

Transitioned to MCSC

### TACTICAL LITTORAL SENSING (FNC)

Transitioned to NAVSEA

### RF EMITTER ID AND GEOLOCATION (FNC)

Transitioned to MCSC

### AUTOMATED PATTERN RECOGNITION (FNC)

Transitioned to MCSC

### DISTRIBUTED TACTICAL INTEL DATABASE (FNC)

Transitioned to MCSC

### REMOTE SENSOR FUSION CARD (FNC)

Transitioned to MCSC

## TECHNOLOGY INVESTMENT AREA

### BIOMETRICS

**Intel STO-3:** Ensure mission-focused situational awareness in urban environments

**Intel STO-4:** Enhance tag, track, and locate (TTL), biometric, and chemical, biological, radiological, nuclear, and explosive (CBERNE) detection capabilities

### TAG, TRACK, AND LOCATE (TTL)

**Intel STO-4:** Enhance tag, track, and locate (TTL), biometric, and chemical, biological, radiological, nuclear, and explosive (CBERNE) detection capabilities

**Intel STO-7:** Provide actionable intelligence to tactical units

## PROJECT

**IDENTITY DOMINANCE  
ENABLED BY INTEGRATED  
BIOMETRIC /TTL  
CAPABILITY (E&D)**

**ISOLATING AND LOCATING  
SPEAKERS IN CLUTTER  
(STTR Phase II)**

**SMART ALGORITHMS FOR  
TACTICAL SENSORS (LTSN)**

**AGILE SENSORS  
(GWOT TPS)**

**Contextual Meaning of  
Presence**

**AUTOMATED CLASSIFICATION  
USING SOFT BIOMETRICS  
(SBIR Phase II)**

**Tracking w Hard and  
Soft Biometrics**

**TAG, TRACK AND LOCATE  
TECHNOLOGIES (D&I)**

**TAG, TRACK AND LOCATE  
(GWOT TPS)**

**TAG, TRACK AND LOCATE  
DEMONSTRATIONS (E&D)**

**TTL to Network  
Analysis**

**DEGRADE TAGGANTS  
(SBIR Phase II)**

**Deployment  
Technologies**

**BINARY MULTI-STATE  
OPTICAL TAGGANT  
(STTR Phase II)**

**Contextual Meaning of  
Presence**

## KEY

D&I

E&D

FNC

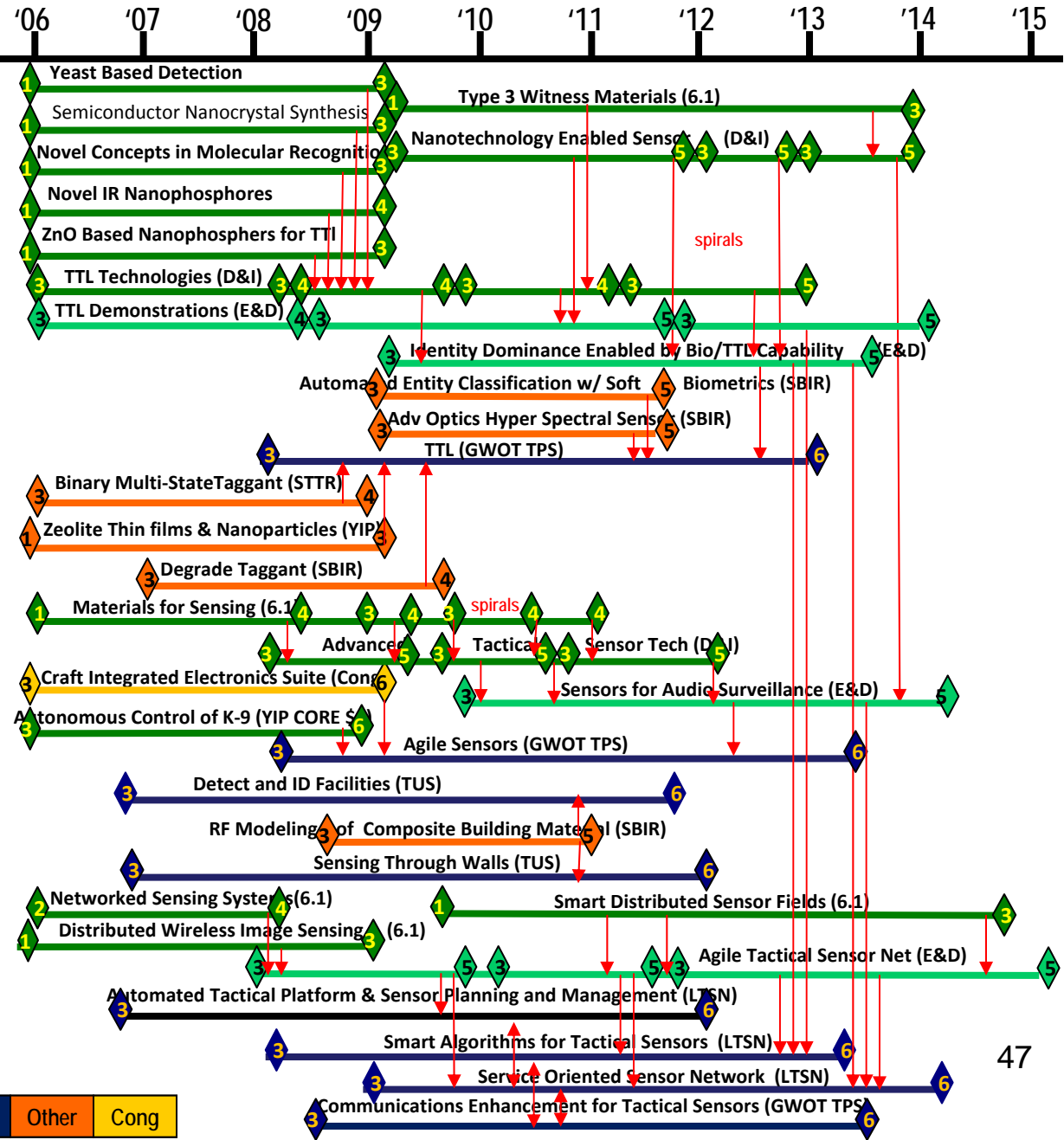
Other

Cong



# ISR S&T Road Map

WITH ENDING PROGRAMS



KEY

D&I

E&D

FNC

Other

Cong

# ISR S&T Road Map

NO ENDING PROGRAMS

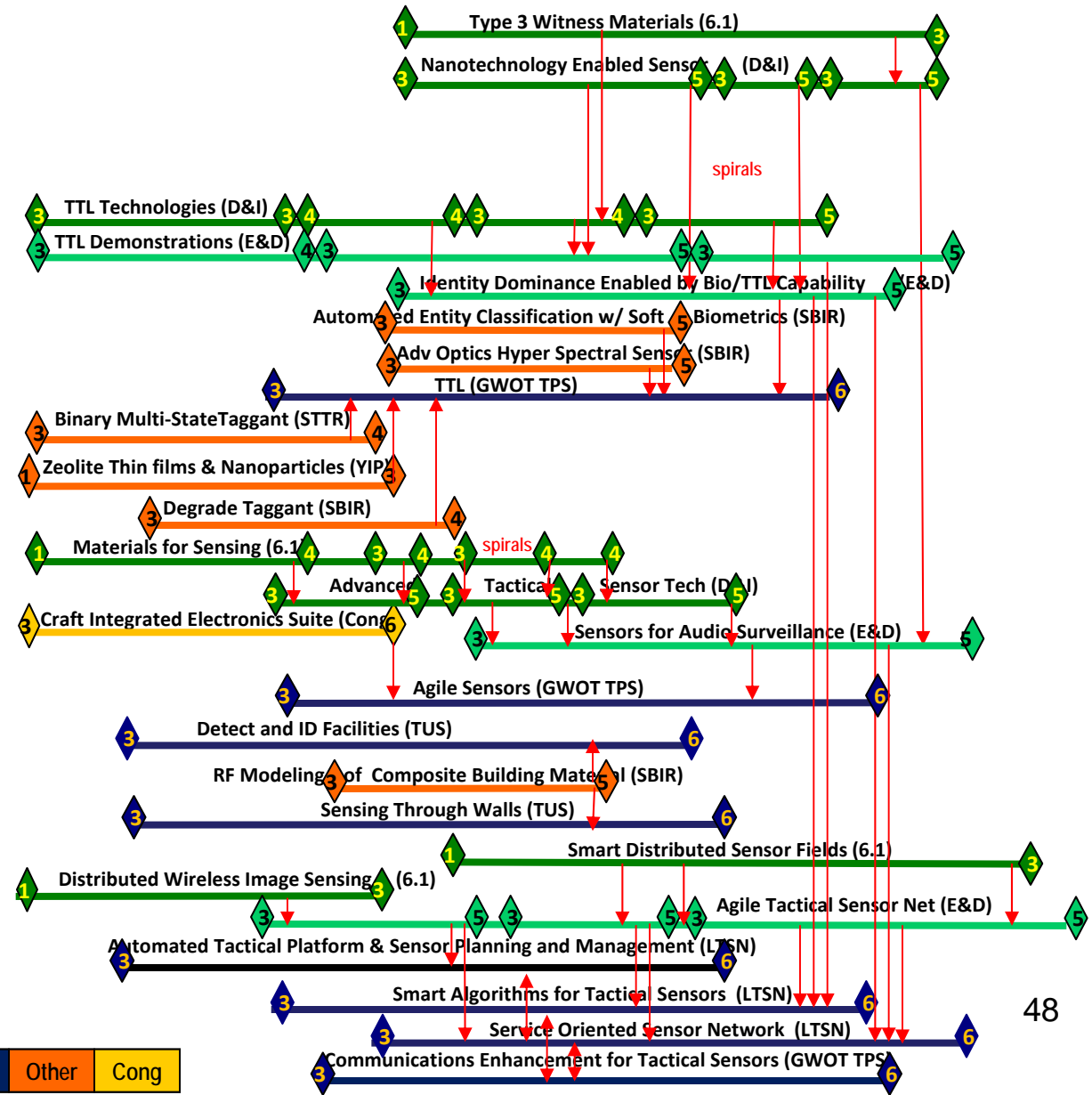
'06 '07 '08 '09 '10 '11 '12 '13 '14 '15

## Technology Investment Area

### PERSISTENT INTELLIGENCE, SURVEILLANCE, AND RECONNAISSANCE (ISR)

### Advanced Sensors & Signal Processing

### Networked Sensor Fields



KEY

D&I

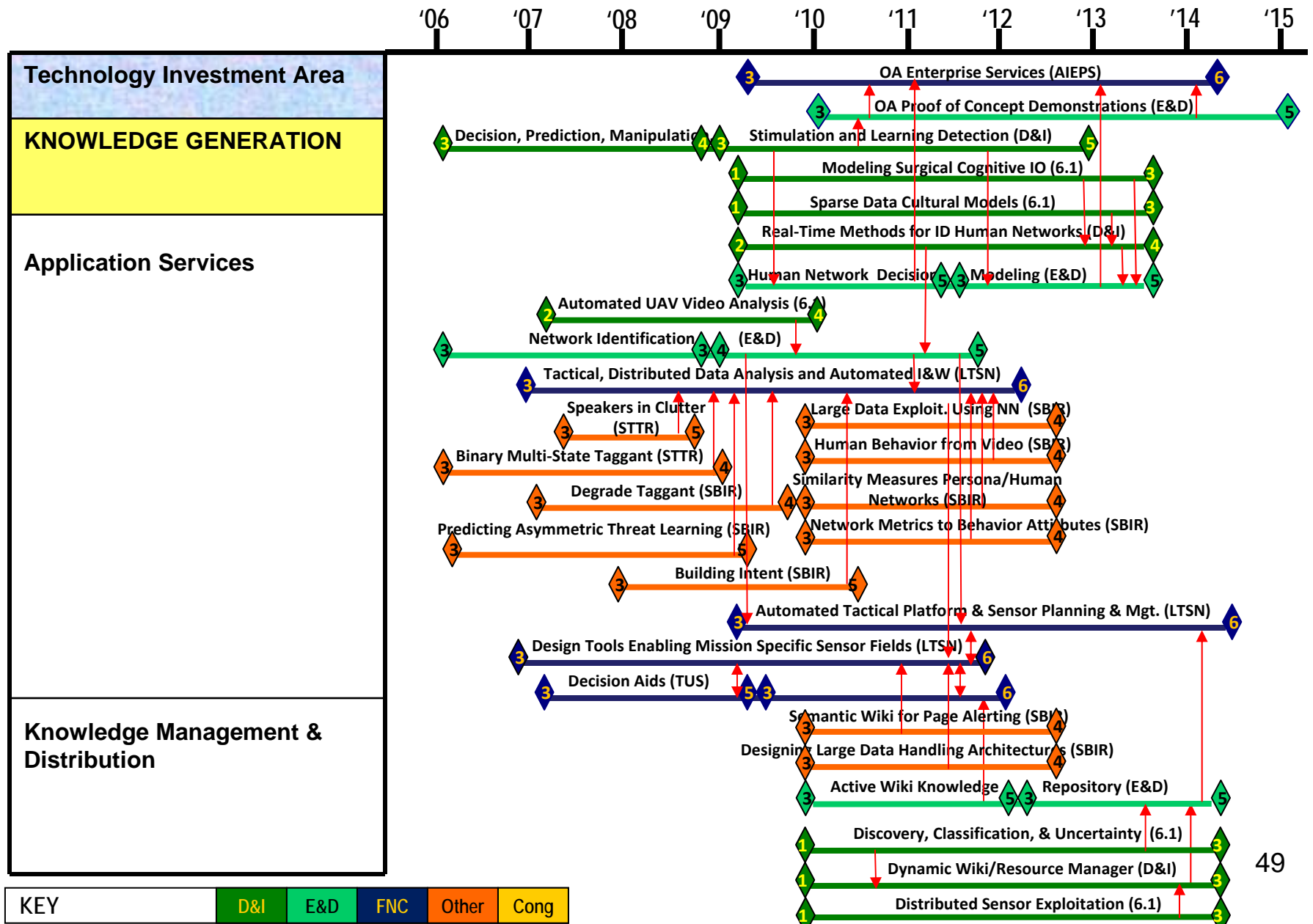
E&D

FNC

Other

Cong

# ISR S&T Road Map (cont)



# ISR S&T Road Map (cont)

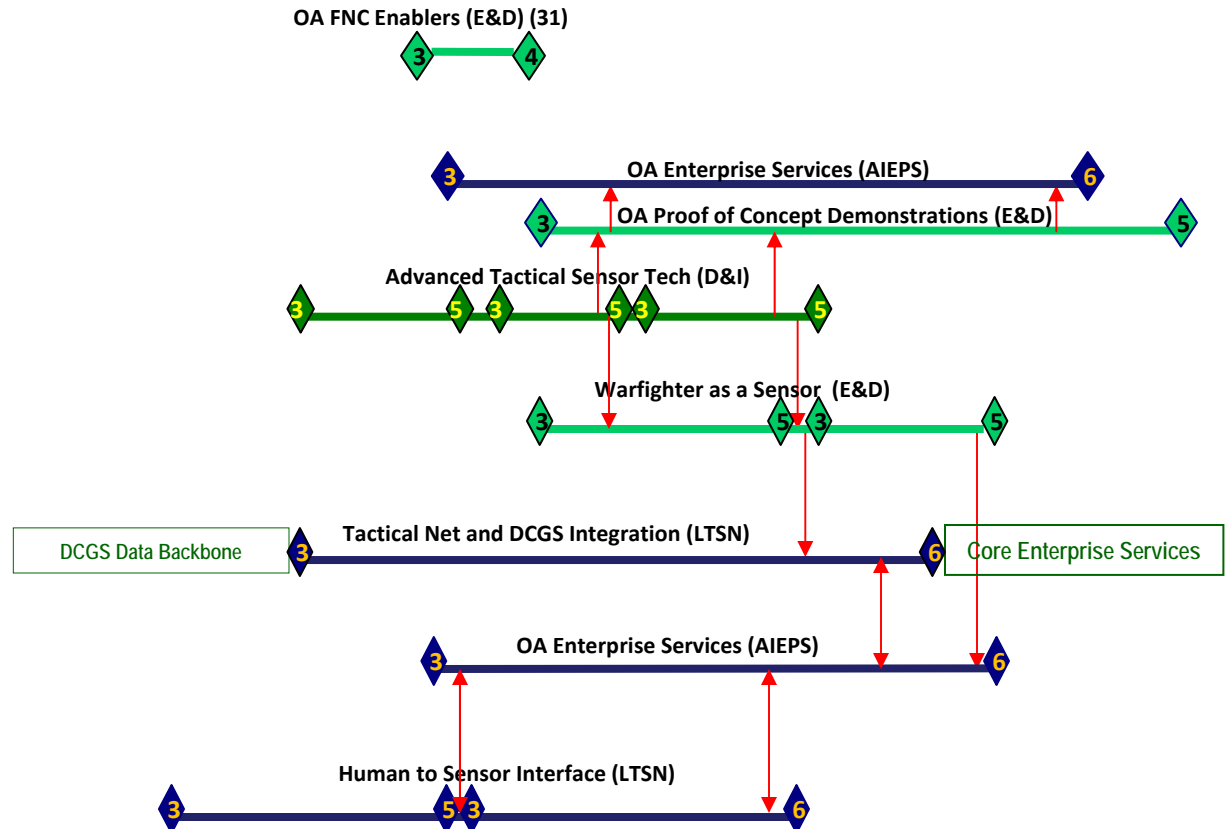
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## Technology Investment Area

### ISR - C2 (ACTIONABLE INTELLIGENCE)

#### Warfighter as a Sensor

#### Automated Indications & Warnings & Knowledge Subscription



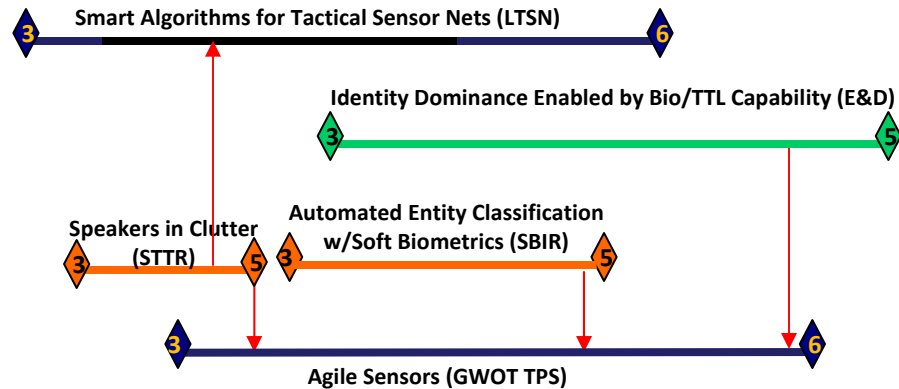
# ISR S&T Road Map (cont)

'06 '07 '08 '09 '10 '11 '12 '13 '14 '15

Technology Investment Area

BIOMETRICS

Feature Identification



KEY

D&I

E&D

FNC

Other

Cong

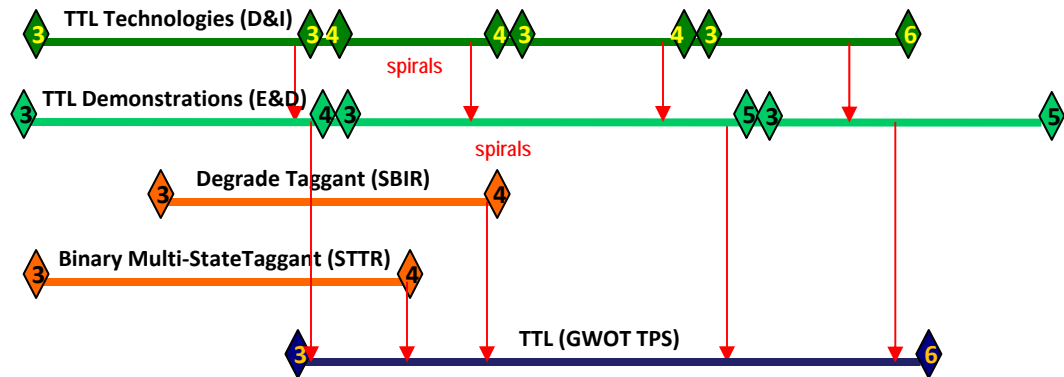
# ISR S&T Road Map (cont)

'06 '07 '08 '09 '10 '11 '12 '13 '14 '15

Technology Investment Area

**TAG, TRACK, AND LOCATE (TTL)**

TTL Technologies



KEY

D&I

E&D

FNC

Other

Cong



# LOGISTICS

Marines of the future will benefit from a precisely tailored level of logistic sustainment from seabased platforms to rapidly maneuvering forces ashore. Logistic planning, delivery and recovery systems of the future will be more responsive and flexible, enabling Marines to out-pace rapidly changing operational scenarios. Likewise, delivered logistic commodities will provide more operational value per unit weight, enhancing combat unit self sufficiency and maneuverability. Finally, operational units will benefit from technologies that maximize equipment readiness by minimizing both down-time and maintenance requirements.

| KEY | FNC-EC | Plus-up) | OTHER | D&I | E&D |
|-----|--------|----------|-------|-----|-----|
|-----|--------|----------|-------|-----|-----|

## MANAGER

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## RECENT TRANSITIONS

### INFO-SENSORS FOR VEHICLE HEALTH REPORTING

Transitioned from Core funding to Sense and Respond Logistics EC

### HARVESTING POWER FROM WALKING

Small business formed to market power harvesting backpack invention from ONR Basic Research

### POET SEABASED LOGISTIC TRANSPORT MODEL

MCCDC personnel trained to use simulation tool.

## ASSET VISIBILITY

**USMC Log STO-1:** Logistic Commodity inventory/Tracking

## LOGISTICS TRANSPORT

**USMC Log STO- 2:** Air Cargo Delivery

**USMC Log STO- 3:** Dismounted Transport

## OPERATIONAL SELF-SUFFICIENCY

**USMC Log STO- 4:** Enhanced Self-Sufficiency for Fuel

**USMC Log STO- 5:** Enhanced Self-Sufficiency for Water

**USMC Log STO- 6:** Enhanced Self-Sufficiency for Electric Power

## Possible Start in FY 2011

### MONO TILTROTOR FLIGHT DYNAMICS & CONTROLS

### SEABASED SMALL PAYLOAD DELIVERY SYSTEM

### EMERGENCY AIR CARGO DELIVERY

### CQ-10 "B" CARGO UAV SYSTEM

### ALT. HUMAN LOAD CARRYING CONCEPTS

### PORTABLE FUEL ANALYSIS TECH.

### DUAL STAGE WATER PURIFICATION

### SMALL SCALE FLUID PARTICLE SEPARATOR

### DOUBLE LAYER PROPERTIES FOR CDI SYSTEMS

### DIRECT JP-8 ADVANCED CELL DEV.

### LIGHTWEIGHT ELEC. ENERGY FOR DISMOUNTED ...

### HIGH PERF. CERAMIC ANODES FOR SOFC

### HIGH ENERGY ELECTROCHEMICAL CAPACITOR

### CARBON NANOFOAM CATHODE FOR METAL-AIR BATTERIES

### MEDIATOR-ENHANCED POLY. ELECTROLYTE SUPERCAPACITOR

### PSEUDOCAPACITOR BASED ON NiO NANOSTRUCTURES

### LIGHTWT. MULTI-FUEL THERMOELECTRIC BATTERY CHARGER

### PERSONAL POWER NETWORK

### HARVESTING POWER FROM WALKING

### HIGH POWER ZINC-AIR BATTERY

### INTEGRATING "POWERSAGE" INTO A C4I DEVICE

### HYBRID CAPACITOR SUPERCCELL

# LOGISTICS

Marines of the future will benefit from a precisely tailored level of logistic sustainment from seabased platforms to rapidly maneuvering forces ashore. Logistic planning, delivery and recovery systems of the future will be more responsive and flexible, enabling Marines to out-pace rapidly changing operational scenarios. Likewise, delivered logistic commodities will provide more operational value per unit weight, enhancing combat unit self sufficiency and maneuverability. Finally, operational units will benefit from technologies that maximize equipment readiness by minimizing both down-time and maintenance requirements.

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## MAINTENANCE REDUCTION

**USMC Log STO- 7:** Materials for Reduced Maintenance

**POLYFIBROBLAST  
SELF-HEALING  
COATING**

**MULTIFUNCTIONAL  
SMART COATING  
STACK-UP**

**SELF LUBRICATING  
COATINGS/ALLOYS**

**ALL ORGANIC  
CORROSION  
RESISTANT PRIMERS**

## TEMPORARY INFRASTRUCTURE

**USMC Log STO- 8:** Temporary Mobile Infrastructure

**ADV. IN-FIELD MFG OF  
MOD. COMP. BRIDGES**

**COMPOSITE JOINT  
ASSAULT BRIDGE  
TECH DEMO**

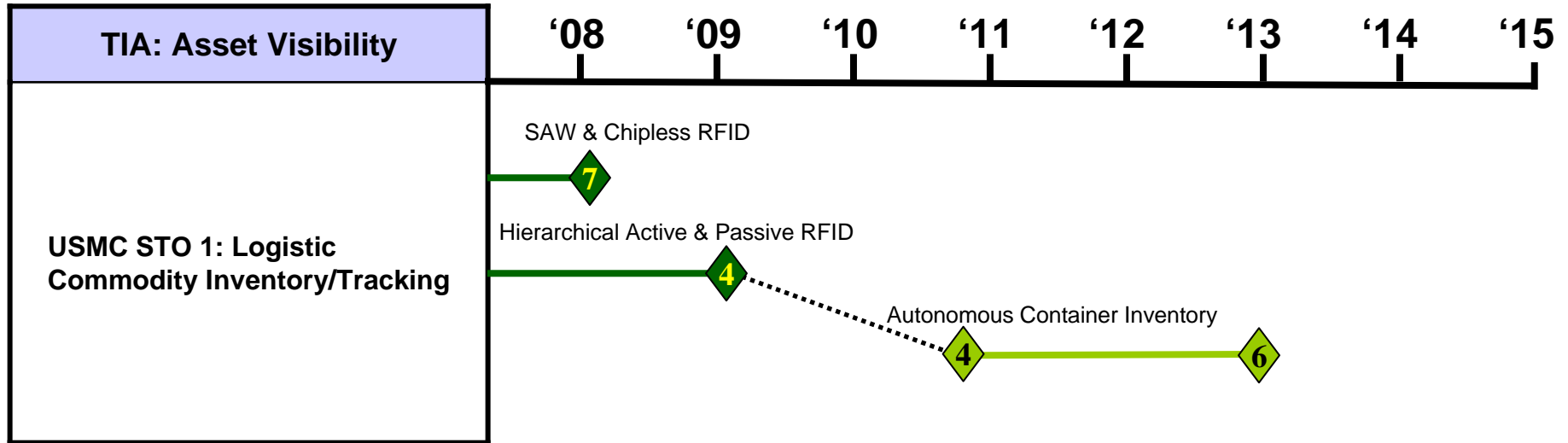
## CASUALTY EVACUATION

**USMC Log STO-9:** Improved Life Support for Casualties at Point of Injury through Evacuation

ONR Code 34 investment only

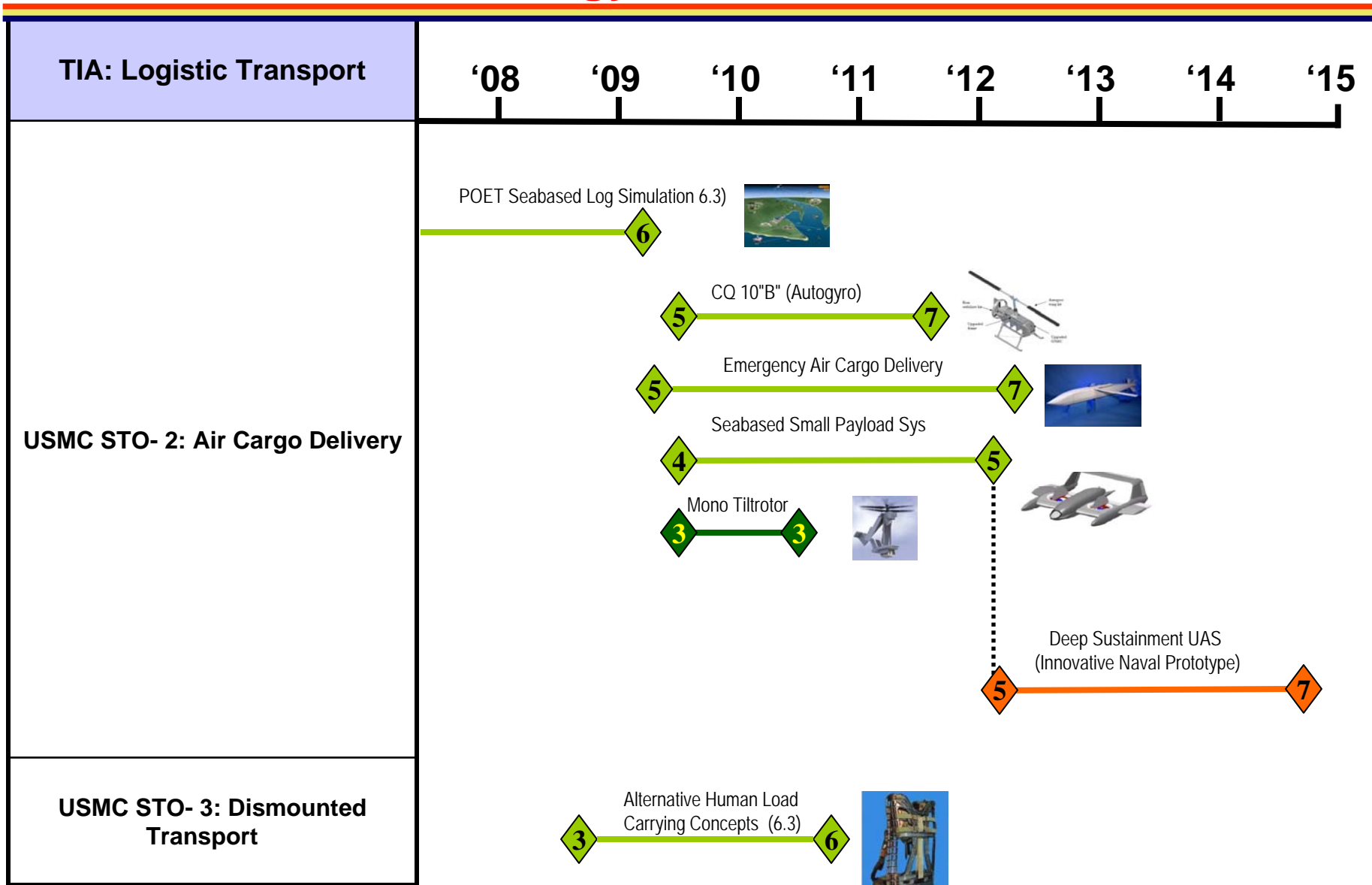
# Asset Visibility

## Technology Investment Area



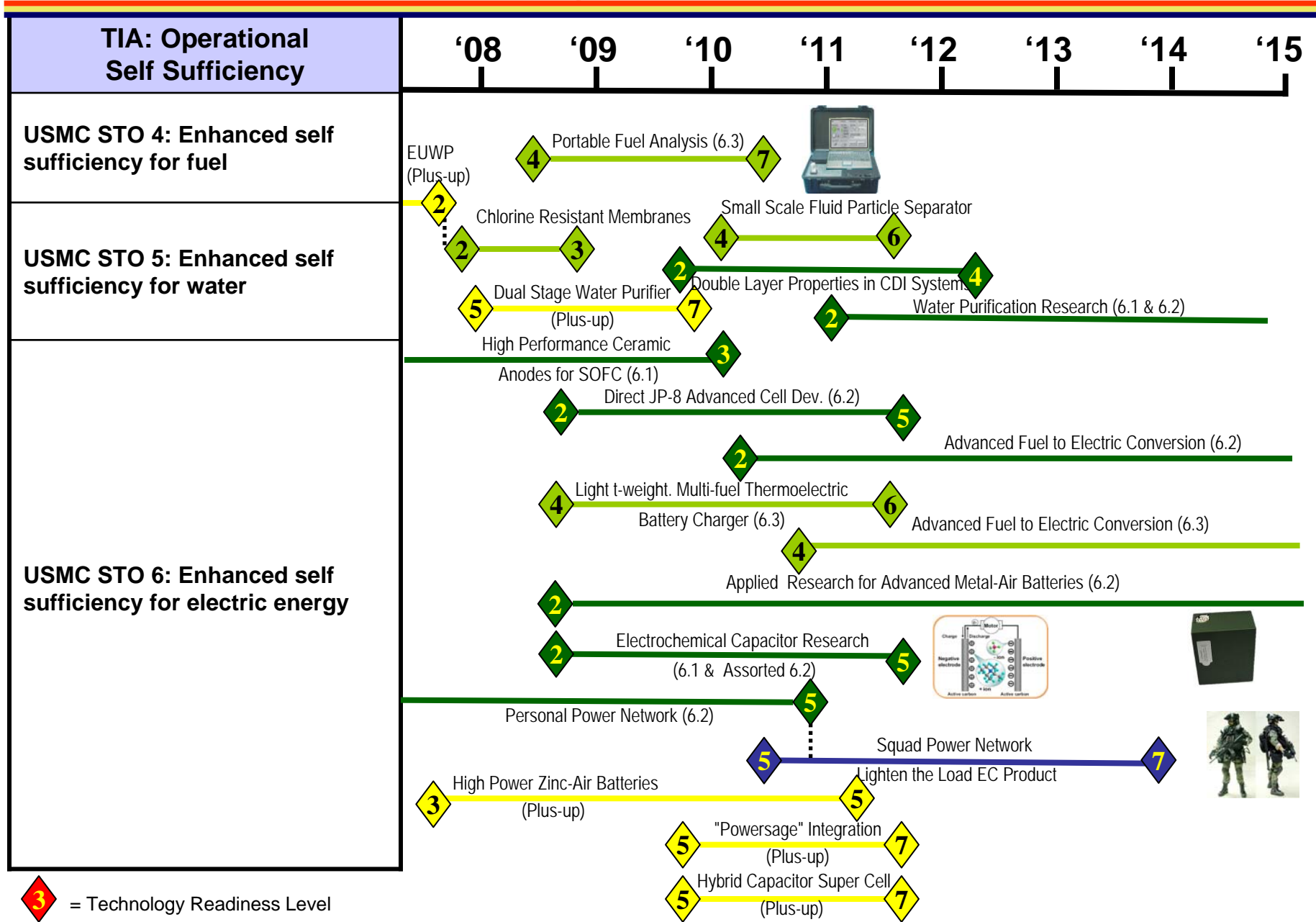
# Logistics Transport

## Technology Investment Area



**3** = Technology Readiness Level

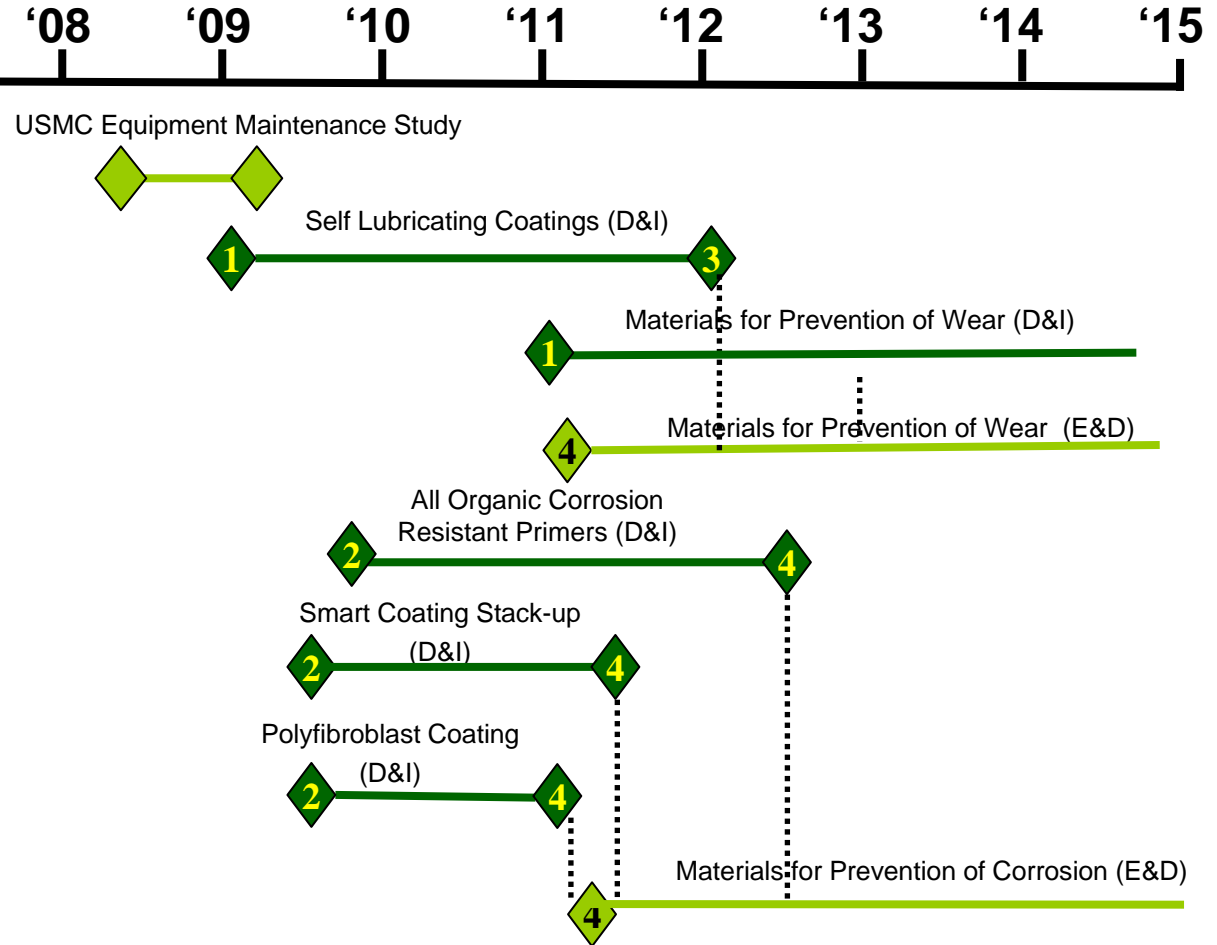
## Operational Self-Sufficiency Technology Investment Area



# Maintenance Reduction Technology Investment Area

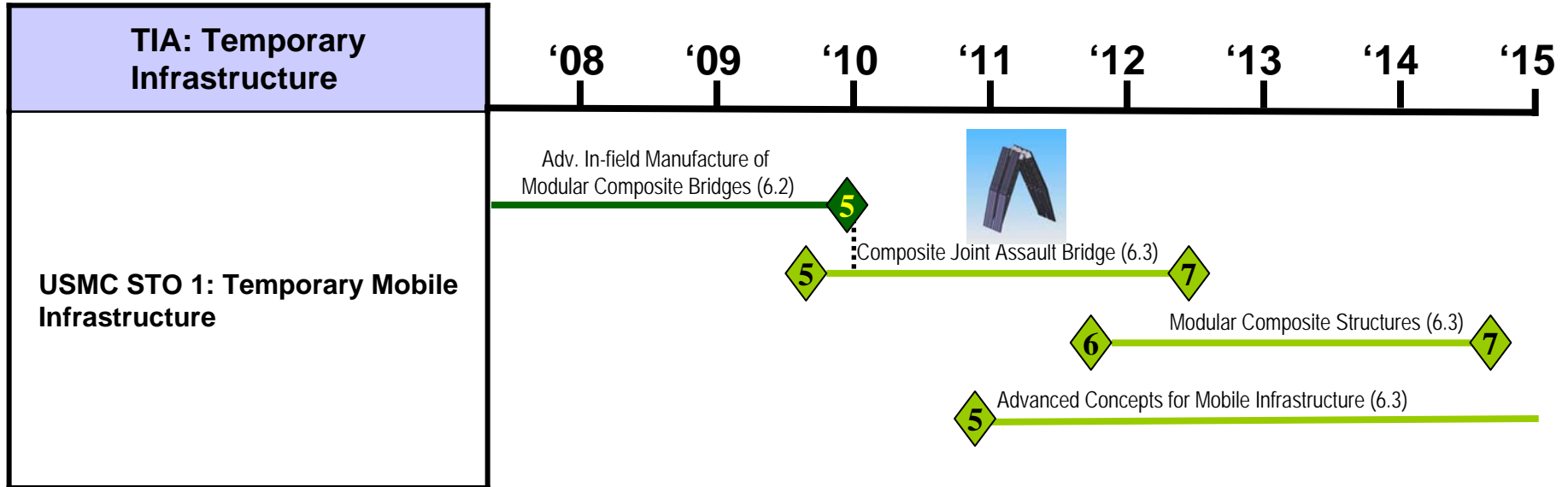
TIA: Maintenance Reduction

USMC STO-7: Materials for  
reduced maintenance





# Temporary Infrastructure Technology Investment Area



# Casualty Evacuation Technology Investment Area

